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FEBRUARY 22 1964



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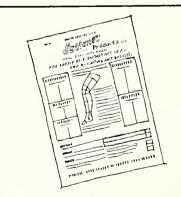
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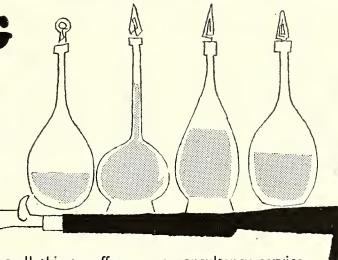
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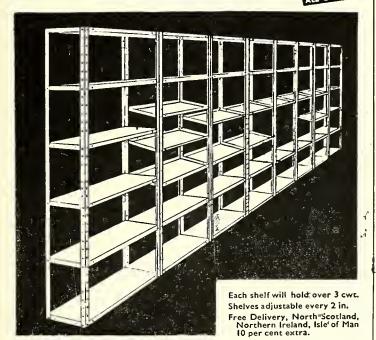


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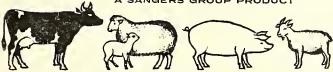
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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

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Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 181

February 22, 1964

No. 4384

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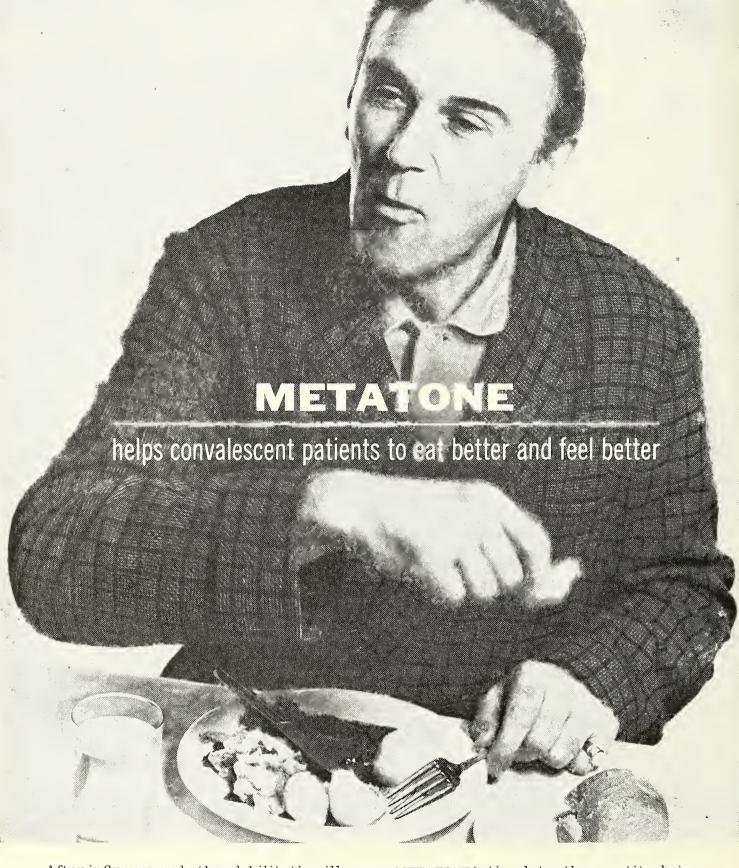
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CHEMIST AND DRUGGIST

Volume 181

FEBRUARY 22, 1964

No. 4384

Finchley Gets Up a Petition

R.P.M. ACTION THAT MAY "GO NATIONAL"

A MEETING of protest against the abolition of resale price maintenance, held in Whetstone on February 14, decided on three courses of action—letters by individual members to their M.P.s, approaches to local members by a delegation, and a petition carrying the signatures of as many pharmacists as possible.

Text of the resolution was:—
We the undersigned, being pharmacists and Members of the Pharmaceutical Society of Great Britain, do hereby oppose the abolition of resale price maintenance on any drug or any substance recommended as a medicine as defined in the Pharmacy and Medicines Act, 1941, or any medical or surgical appliance. We view with grave concern the possible introduction of cut-price trading methods in these commodi-ties which would be detrimental to the health of the public.

The petition and signatures, when completed, are being forwarded to the Executive of the National Pharmaceutical Union with the hope that it will engineer the collection of signatures from pharmacists all over the country.

The meeting was organised by Finch-ley Pharmaceutical Association, but it was no ordinary meeting of members. Non-member pharmacists from other areas had been invited and a special chairman, secretary and committee were appointed to take charge of the proceedings. The committee went into action to draft the petition as soon as it had been proposed and decided upon, and the text was approved and the signatures of all pharmacists present were obtained before the meeting ended. An account of the meeting is given on p. 173.

Statutory Committee

A NUMBER OF INQUIRIES

THE Statutory Committee of the Pharmaceutical Society is meeting at 17 Bloomsbury Square, London, W.C.1, at 10.30 a.m. on March 5 and 6, 1964, to resume an inquiry adjourned from November 12, 1963, concerning a corporate body carrying on business as an authorised seller of poisons, that has been convicted of offences under the Pharmacy and Poisons Act, 1933, and, by reason of the facts leading to those convictions, the superintendent pharmacist director may have been guilty of misconduct. The Committee is also to consider information and

evidence from which it appears:—
(1) That a member of the Society has been convicted of making false entries in his employer's till rolls with intent to defraud. (2) and (3) that two members of the Society have been convicted on charges of receiving drugs knowing them to have been stolen. (4) that a member of the Society and in another case (5) a corporate body carrying on business as an authorised seller of poisons have been convicted of offences under the Pharmacy and Poisons Act, 1933. (6) that a member of the Society has a selection of the selecti of the Society has been convicted of an offence under the Pharmacy and Poisons Act, 1933, and (7) a member of the Society has been convicted of an offence under the Larceny Act, 1916.

Shop Workers' Union

WAGES NEGOTIATIONS AND HOURS

THE application for wage increases for retail pharmacy employees made in August 1963 by the Union of Shop, Distributive and Allied Workers to the Retail Pharmacy Joint Industrical

Council has, in the opinion of the Union of Shop, Distributive and Allied Workers, been the subject of so much delay in consideration by the Employers' Side of the Council, that the Union has reported the matter to the Ministry of Labour. Although the claim was made by the Union in August, it was not until December 11, 1963, that the Union was able to make its statement on behalf of the employees to a meeting of the Joint Industrial Council. The Employers' Side then adjourned to consider the case and arranged further negotiations for February 6. Shortly before that meeting was due to take place, the Employers' Side requested deferment of negotia-tions for three months because of the Government's announced intention of abolishing resale price maintenance. The Union Side, however, insisted on the meeting taking place. The Association of Pharmaceutical Employees is stated to have repudiated the sugges-tion that there is any justification for

deferring consideration of the matter.

Mr. J. Wright (secretary of the Employers Side) states that, after examining arguments put forward by the Trade Union side, the Employers' Side met in early January and agreed to negotiate increases for employees (other than qualified) and a full meeting of the Council was accordingly arranged for February 6. In the meantime the Minister for Trade and Industry announced the Government's decision to abolish resale price maintenance. The Employers' Side met again on January 30 and decided that the resulting loss



AT THE HOUSE OF COMMONS: A deputation from the Leeds Branch of the N.P.U., visited the House of Commons on February 12 to meet local Members of Parliament and put the pharmacists' case against the abolition of resale price maintenance, Left to right: Messrs, M. Gordon, K. R. Rutter (secretary), F. Mitchell (chairman), A. G. Reed, L. Calvert together with Mr. Charles Pannell, M.P., Miss Alice Bacon, M.P., and Mr. Merlyn Rees, M.P. (see p. 173).

of turnover and profitability might be substantial but would be impossible to estimate till the text of the Bill was known. It therefore suggested postponing the full Council meeting for three months. The full effects would still not have been felt, but it should be possible by that time to make an assessment of what they would be. The Trade Union Side refused to countenance any postponement. The Employers' Side consider that their request for a postponement was entirely reasonable, and have written to that effect to the Ministry of Labour, supporting their views by including the statement on resale price maintenance issued jointly by the N.P.U. and Pharmaceutical Society to the Minister for Trade and Industry and the Minister of Health.

STATEMENT ON SHOPS ACT

Another statement issued by the Union of Shop, Distributive and Allied Workers on February 17 repeats that it is firmly opposed to any suggestion that the Shops Act should be repealed. In practice, shops in principal shopping areas close much earlier than the closing times laid down in the Act, and there is no evidence to support the idea that the shopping public in general want later shopping. Union considers it essential that there should continue to be a statutory "long stop" to prevent any possibility of an unnecessary and unrestricted opening of shops to any hour. It does not favour a general abolition of the present obligation to observe an early closing day but considers that there are grounds for giving the shopkeeper

greater choice of early closing day. It therefore supports the repeal of that provision in the Act which allows local authorities to fix a particular day. Any tendency for retailers to use that greater flexibility while withholding the five-day working week from their employees would be deprecated. The Union is also opposed to any suggestion that "smaller" traders should be given exemption from the obligations to conform to statutory requirements as to permitted closing times because no fewer than 76 per cent. of retail shops would be affected.

Veterinary Products

SAFETY PRECAUTIONS SCHEME

A VOLUNTARY scheme is being introduced to safeguard human beings (whether users, consumers of food substances from treated animals, or other members of the public), livestock, domestic animals and wild life against risks from veterinary products. The scheme, announced on February 18, has been designed to cover initially those veterinary products on sale direct to farmers but may be extended eventually to cover any substance used for veterinary purposes. It has been agreed between professional and commercial organisations concerned and the Agricultural and Health Departments in Great Britain. Under the scheme, which will operate in the same way as that regulating the safe use of toxic agricultural chemicals, any company proposing to introduce a new veterinary product or to recommend a new use for an existing product, is invited be-

Agriculture, Fisheries and Food. The notifier will be expected to provide information about the physical, chemical and biological properties of the product and experimental data about its toxicity to animals and man. That information will be considered by the Advisory Committee on Poisonous Substances used in Agriculture and Food Storage and its veterinary subcommittee. If the committees are satisfied that adequate practical safeguards can be applied, the Advisory Committee will make recommendations for the safe use of the product. These, if accepted by the Government departments concerned, will be made known and distributed. Notifiers will be asked to include the recommended precautions and restrictions on the product label. If the Advisory Committee is not satisfied with the information available it can ask the notifier to carry out further trials and experimental work bcfore the product is marketed.

fore so doing to notify the Ministry of

IRISH NEWS

THE REPUBLIC

Golfing Society

ANNUAL MEETING IN DUBLIN

FIRST outing of the season for the Irish Chemists' Golfing Society will be at Dun Laoghaire on April 1. That was announced by the secretary (Mr. J. Lynch) at the Society's thirtyseventh annual meeting held in Dublin on February 7. The four-day annual outing is being held at Tramore, May 24-27, bringing the total number of fix-tures to nine. Mr. John Howard was unanimously elected *Captain* on the proposal of the outgoing captain (Mr. Malachy Leonard). Mr. Lynch was reelected Secretary and Mr. P. Fahey, President. Messrs. P. Twohig and J. Smith were elected to fill the vacancies on the committee occasioned by the retirement, through rotation, of Messrs. J. Burke and D. McHugh. In his annual report Mr. Lynch described the year as "one of the most successful in the history of the Society." Credit for that he said, should go to Mr. Leonard. who had set a high standard by his unfailing attendance. The changing of some outings to Thursday had made things easier as members had the courses to themselves, but it might be necessary for some Thursday fixtures to be moved to Tuesdays where they were "ladies' days." In the twelve days' golf over 100 members had taken part, with a record turnout of seventysix for the captain's prize. The total number of cards issued was over 600. Mr. Foley, in his report, stated that £47 had been donated to the Benevolent Fund, representing a two-year subscription. Mr. Leonard described his year of captaincy as "one of great pleasure."

GUILD OF PUBLIC PHARMACISTS

Council and delegate meetings

THE Guild of Public Pharmacists' 1965 weekend school is being held at the Canterbury hall, London University, and a committee, under the chairmanship of Miss Joan Allen, has been appointed by the London Branch to supervise the arrangements. That was announced at a meeting of the Guild's council held in Harrogate, Yorks, on February 14. The council invited Miss Allen to attend its meeting to report on the arrangements as they progressed.

It was reported that those members that had volunteered to take part in the pilot scheme (arranged in co-operation with the Committee on the Safety of Drugs), for recording prescriptions of restricted drugs, should be receiving forms in the near future. The Council received a report on a meeting between the representatives of the Guild and senior officials of the Ministry of Health to discuss the report on the "Future Development of the Hospital Pharmaceutical Services."

Members were notified that the Guild's general secretary had been appointed to represent the Pharmaceutical Society on a committee of the British Standards Institution that was engaged in preparing a British standard specification for steam sterilisers for bottled fluids.

The redrafted constitution and rules of the Guild were discussed and approved by the Council and are being put before the annual meeting in May. It was stated that there were four applicants for the Geigy travelling fellowship for 1964 and that the award was expected to be announced at the April council meeting.

Thirty-one delegates from seventeen branches attended the branch delegates meeting on February 15. They were welcomed by the president (Mr. W. Mott) who, commenting on the recent Industrial Court award to hospital pharmacists, praised the co-operation received by the Guild from the Pharmaceutical Society, the National Pharmaceutical Union and other bodies in presenting the Staff Side

A resolution was carried calling upon the Guild council to press the Pharmaceutical Society to seek cooperation with the Ministry of Health in carrying out an extensive publicity campaign warning the general public of the grave risks of accidental poisoning in the home. Delegates also approved a motion urging that entrance to pharmacy should be by degree only and requesting the Guild council to approach the Pharmaceutical Society with a view to gaining acceptance of that standard.

Motions calling for discussions on affiliation to a trade union, claims for a shorter working week, and revised salaries for post-graduate students, were all defeated.

IRISH BREVITIES

THE REPUBLIC

A TAPE-RECORDER and camera, valued £50, were stolen from the premises of Hamilton, Long & Co., Ltd., Grafton Street, Dublin, recently. The thieves bored a hole in the roof to gain entry.

NEWS IN BRIEF

THE January retail price index was 104.7, against 104.2 in December 1963 (January $1962 \equiv 100$).

IMPORTED 2-dimethylaminoethylamine is to be temporarily exempt from import duty until May 6.

THE British Association of Industrial Editors is planning to publish a 70-page prestige magazine in May on the rôle of communications in British industry and society.

THE Department of Scientific and Industrial Research has awarded a grant of £3,600 to Messrs. J. C. Williams and T. Allen of Bradford Institute of Technology for their work on particle size analysis.

YORKSHIRE industries featured in a current Yorkshire Evening Post series "The Busy Riding" include the toothpaste factory of Gibbs Pepsodent, Ltd., Leeds, and the pharmaceutical works of W. B. Cartwright, Ltd., Rawdon.

THE Lady Hoare thalidomide appeal is giving £3,000 to a new unit at the Princess Margaret Rose orthopædic hospital, Edinburgh, for research into the treatment of children affected by thalidomide.

THE trustees and council of management of the Resale Price Maintenance Defence Fund report a "most encouraging" response to their recent appeal to members of the Proprietary Articles Trade Association for contributions to replenish the Fund.

A PRELIMINARY paper on research carried out at Hounslow hospital into the possibility of a protozoal cause of cancer has been submitted to the medical Press. Results are not yet conclusive but indicate a promising line of research.

A DELEGATION from Traders' Road Transport Association recently attended a meeting of the Geddes Committee, which is examining the goods vehicle licensing system and represented that a manufacturer or trader should be free to transport his goods by whatever means are most suitable, including his own C-licensed vehicles.

THE Edinburgh Dean of Guild Court has granted warrants to the Heriot-Watt College for the erection of a £53,000 pharmacology block; to Edinburgh University for new pharmacology and bacteriology laboratories, and to the Secretary of State for Scotland for the construction of a pharmacy costing £50,000 at Edinburgh city hospitals.

"CREATING CARTOONS" is the title of an exhibition to be presented by the British Animation Group at Kodak House, Kingsway, London. W.C.2, March 4-13. It will include a stage-by-stage display of the animator at work, from original artwork to finished films. The exhibition will be open to the public from 9.30 a.m. until 5 p.m. daily (closed Saturday and Sunday).

LOCAL OFFICERS

GUILD OF PUBLIC PHARMACISTS

Liverpool.—Chairman, W. L. Nixon; Treasurer, W. A. Mollen; Secretary, Miss P. M. Bosworth, pharmacy department, City Hospital, Hoole Lane, Chester.

TOPICAL REFLECTIONS

By Xrayser

Chemists' friends

Mr. Edward Heath has been addressing a gathering of overseas bankers at their dinner at Guildhall, London. In the course of his speech he defended the Government's decision to end resale price maintenance, and took the opportunity of expressing some well chosen sentiments which I found to be extremely interesting. He said that, under the new powers which it was proposed to seek, profits would be harder to earn. He saw nothing wrong with that so long as profits were still there for those whose enterprise and effort deserved them. Profits, he went on, were not a kind of lucky windfall, barely respectable except as objects of taxation. "They are business incomes which have the important economic function of encouraging enterprise and steering it to the right activity," said Mr. Heath, President of the Board of Trade and Secretary for Industry, Trade and Regional Development. I know a number of pharmacists who showed enterprise and did not spare effort. They recognised that they had a place as professional men under a National Health Service. They planned their pharmacies so as to be able to undertake an increased flow of dispensing. They altered the layout of their dispensing departments. They engaged adequate staff to provide the public with the kind of service they felt they were entitled to expect. They, at considerable expense and effort, so planned their buying of stock that they were in a position to meet most of the prescription demand with the least possible delay. And many of those who had the foresight and the enterprise, and who did not spare effort, found that there was a gratifying response from the public. The profits earned were not, to use Mr. Heath's telling phrase, a kind of lucky windfall. But, unfortunately, the fortunes of those who practised Mr. Heath's form of preaching were not in his beneficent hands. They were clay for another potter, who decided that their "profits" should be based on a sliding scale, so that the more effort expended, the less the reward. "Come over here," as Ko-Ko said to Pooh-Bah, "Where the Chancellor of the Exchequer can't hear us." It takes all kinds to make a world, even the small one of a Cabinet.

Hospital pharmacists

You rightly say, in your editorial comment on p. 157, that hospital pharmacists will be by no means alone in their extreme disappointment with the recent Industrial Court award. The Court, so far as the result is concerned, has treated the application merely as a routine review of salary in relation to cost of living increase, whereas the hope of the staff side was that there would be a reassessment of the status of the pharmacist in hospital practice. Whether an Industrial Court is capable of such reassessment seems open to doubt, for no opportunity was missed of trying to drive that message home. Even before the advent of the National Health Service there was a poor financial appreciation of the value of the pharmacist's services, for he was employed either by the voluntary hospital, which had to beg for its income, or the municipal one, which was always in the hands of an administrative body pledged to keep down the rates. But soon we shall be twenty years away from that position, and no encouragement is offered to make hospital pharmacy a rewarding career in every sense of the word. The position is disgraceful and sooner or later circumstances will call attention to the fact.

Finance

The postponed decision in the matter of registration fees, together with the subject of premises fees, is to be discussed at a special meeting of the Pharmaceutical Society's Finance and General Purposes Committee early next month. The postponement has had the excellent effect of allowing members of Council to discuss the situation with the membership over the country during the winter session, and there has been no recorded case of personal violence. Whatever decision is taken, it will be another nine months before the account is rendered, and the membership may be more conditioned to the prospect by that time. Much will be expected in return.

Resale Price Maintenance

P.A.T.A. PUBLISHES ITS EVIDENCE TO INQUIRY

IN view of the Government's refusal to publish the evidence submitted by trade and industry to the "fact findinquiry of the Board of Trade on Resale Price Maintenance, the Proprietary Articles Trade Association has decided to publish the evidence it submitted on behalf of its members. The Association regards the Government's attitude as unwarranted "in the light of the controversial nature of the proposals" to abolish R.P.M., which were not even preceded by a Government White Paper, or by consultations with the representatives of the hundreds of thousands of traders affected. evidence is now being published because of the Association's concern at the impact of the proposals on the livelihood of its members and on their services to the community, and in order that the facts, "so far as pharmacy is concerned, may be objectively appraised by Parliament and the public.

A foreword to the statement submitted by the P.A.T.A. to the inquiry points out that the facts and views expressed are based on more than sixty years' experience of the subject.

The statement refers to earlier inquiries into recolors.

The statement refers to earlier inquiries into resale price maintenance and to the evidence provided by the Association dealing with the widespread and acute price cutting conditions that existed before the Association was formed, and declares the Association is convinced that such conditions would recur if the existing legal restraints on price cutting were abolished.

Organised Economic Unit

The result of forming the Association was that the general body of retail chemists ceased to engage in pricecutting and substitution, and the trade became an organised economic unit better able to serve the public.

The statement points out that individual resale price maintenance is the only form of price-maintenance permitted under existing law, and the Association deems it relevant to quote a statement made on July 13, 1955, by the then President of the Board of Trade (Mr. Peter Thorneycroft) that:

THE fixing by manufacturers of the retail price of their goods had been examined on three separate occasions over the past thirty years-by the Committee on Fixed Retail Prices in 1920, by the Greene Committee in 1930, and by the Lloyd Jacob Committee in 1948 -and individual price-maintenance had never been condemned by any of these Reports. Manufacturers, distributors, consumers and the Trade Union movement all gave evidence that they believed it to be in the public interest. The organisations—the National women's Council of Women, the National Federation of Women's Institutes and the Women's Co-operative Guild—all gave evidence to the Lloyd Jacob Committee that, in their judgment, fixed retail prices afford them certain marked advantages. Any Government faced with that evidence would or should hesitate before rejecting it. The acceptance of the principle of individual price-maintenance was reflected in the provisions of Section 25 of the Restrictive Trade Practices Act, 1956.

It is also relevant to recall that, in the debate on what is now Section 25, Mr. Thorneycroft, in justifying its inclusion in the Act, said he based himself on the Lloyd Jacob report and believed there was solid support for it in the report. "In that context the Association finds it difficult to understand why, less than four years after its enactment, the present President of the Board of Trade should deem it necessary even to consider amendment or repeal of the provisions of Section 25." The Association emphasises that manufacturers in the pharmaceutical and allied trades have found that the right embodied in Section 25 has served a useful purpose as a deterrent against price-cutting.

Competition

Dealing with the Association Year Book the statement declarcs "the individual manufacturer alone is responsible for fixing the trade and retail prices of the articles named in the Association's list. Since he is in competition with other manufacturers of similar articles, the prices fixed are of necessity the lowest possible, providing only sufficient margin of profit to ensure that the chemist can retail the goods on an economic basis. It has been clearly established in previous inquiries that price-maintained goods are generally lower in price than similar goods not price-maintained."

The Association considers that, in

The Association considers that, in respect of goods distributed by a wide class of retailers, the attachment of "suggested" or "recommended" prices is valueless. Where there is no intention on the part of the manufacturer to enforce prices, retailers have an incentive to use the goods as "loss-leaders," to the prejudice of other retailers who sell the goods but are opposed to price-cutting.

The statement declares that continu-

ance of the price-maintenance system is essential if the three sections of the pharmaceutical trade—manufacturers, wholesalers and retailers – -are to be able to serve without diminished efficiency the health requirements of the public, including, as a first pre-requisite, discharge of the duties they undertake in connection with the pharmaceutical service provisions of the National Health Service Act. Contractor chemists dispense annually some 200 million National Health Service prescriptions and their ability to do so promptly and safely depends to a large extent on the service and cooperation they receive in the supply of their requirements from the manufacturer and wholesale members of the pharmaceutical industry. In the pharmaceutical, as in other, trades, trade marks are valuable, and injury done to the trade mark or brand by price-cutting and "substitution" are real in-

juries to the owner of the trade mark

or brand. Proprietary manufacturers in the pharmaceutical trade are fully aware that the co-operation and goodwill of pharmaceutical wholesalers and retail chemists are essential factors in ensuring the ready and orderly distribution of goods.

Position of Wholesalers

The section on wholesalers states that "In the distribution of proprietary articles to chemists, the pharmaceutical wholesaler is a necessity.... Pharmaceutical wholesalers can only provide an adequate service to the chemist so long as they have some protection against price-cutting competition in their own sphere of trading and that protection is afforded to them by the individual manufacturer's price-maintenance policy. Any legislative action resulting in the removal of this one measure of protection would not only be inimical to pharmaceutical wholesalers but would also prejudice the public interest by its repercussions on the efficiency of the Health Service."

The dispensing of prescriptions, sale and supply of poisons and other professional activities represent the smallest section of the chemist's turnover. He is a retailer of many kinds of goods, the largest proportion being price-maintained articles. On those goods the chemist (whose overhead expenses are high) receives a fair profit margin, enabling him to carry on his dispensing and professional activities in an atmosphere free from acute and persistent financial anxiety.

In the absence of legal sanctions embodied in Section 25 of the Restrictive Trade Practices Act, the only remedy left to the large-scale manufacturer to enforce his price conditions would be the institution of a multiplicity of individual contracts between himself and his retail and wholesale distributors— "an entirely impracticable procedure." While the repeal of Section 25, and non-interference with the manufacturer's right to enforce his price-maintenance conditions by contract, might not seriously affect the enforcement of their price-maintenance policy by manufacturers who distribute only to specialist retailers, or through a limited number of wholesalers, it would make impossible the enforcement of their policy by manufacturers with widespread wholesale and retail distribution.

The statement concludes that the system of price maintenance operated in the pharmaceutical trade ensures that the interests of the manufacturers, the distributors and the public are balanced and preserved. Fixed prices, with fair profit margins openly guaranteed to the distributor, provide the willing service so necessary to manufacturer and consumer. The public are enabled freely to obtain the proprietary goods they require all over the British Isles, and the distributor is paid fairly for his services. Continuance of the existing practice is essential to the well-being of the pharmaceutical trade and of the general community.

A CALL AT THE COMMONS

Leeds chemists speak up on R.P.M.

A DEPUTATION from the Leeds Branch of the National Pharmaceutical Union visited the Houses of Parliament on February 12 to make known to their M.P.s the Branch's views on the proposed Bill to abolish resale price maintenance. The deputation comprised Messrs. F. Mitchell (chairman), K. R. Rutter (secretary), L. Calvert, M. Gordon and A. G. Reed, and the M.P.s concerned had previously arranged specific appointments. The deputation first met the two Paronets. Sir Leonard first met the two Baronets, Sir Leonard Ropner (Barkston Ash) and Sir Donald Kaberry (North-west Leeds). Both showed by their questions that, while having little idea of pharmacists' specifications. fic problems, they had given much attention to general aspects of R.P.M. Discussion turned on the possible effects on the National Health Service of the proposed changes, and the M.P.s gave the impression that they were realising for the first time the full possible consequences. Sir Donald asked questions about the current retailing of toilet rolls, tooth-pastes and tissues, and Sir Leonard thought, in concluding the interview, that there was a case for specially exempting pharmaceutical products. Both M.P.ssurfeited, they said, with printed and written propaganda—expressed pleasure that the delegation had been sufficiently convinced of the rightness of their views to journey to London to advance them. After lunch the delegation met Miss Alice Bacon (East Leeds), Messrs. Charles Pannell (West Leeds) and Merlyn Rees (South Leeds). Mr. Pannell at once asked delegates to "get down to pharmacy in particular," and again the discussions showed that the M.P.s had little knowledge either of pharmacy's particular problems or of the possible effects on the National Health Service. Miss Bacon showed a feminine interest in the mark-up on cosmetics. A hint was given to the phar-nacists that their visit might have been more timely—after the Bill had

been published, and Mr. Pannell advised them, when the committee to vised them, when the committee to consider the Bill had been set up, to make continuous approaches to the committee until they had convinced it of the rightness of their demands. Mr. Merlyn Rees, who had previously declared his belief that there was a strong case for exempting pharmaceutical products, asked to be kept up to date on the position. The delegation's leader (Mr. Mitchell) said that its members had gained the impression that all three M.P.s were favourably disposed towards some pharmaceutical control of drugs and medicines. Mr. David Ginsburgh (Dewsbury), who was seen later in the afternoon, impressed the delegation with his grasp of the general aspects of R.P.M. He had read the Restrictive Practices Court judg-ment on the Chemists Federation, and went so far as to point out weaknesses in the pharmacists' case on that occation. Mr. Joseph Hiley (Pudsey and Otley), who had arranged to meet the deputation, was delayed by fog whilst travelling back from Dublin, but had previously indicated that he was against the abolition of R.P.M., and the delegates had already received apologies from Sir Malcolm Stoddart Scott (Ripon) who was in Scotland and unable to meet them, and from Mr. Denis Healey (South-east Leeds) who was in Bermuda. Sir Keith Joseph (North-east Leeds), though in London. had expressed regret that he was too busy [he is Minister of Housing] to see his constituents. Members of the delega-tion left the House feeling that they had achieved more than they had expected. They gained the impression that Members of Parliament were so snowed under with literature that they could give it only the most superficial attention, but that letters, however, received more notice. In general, they found their M.P.s in abysmal ignorance of pharmaceutical economics, though willing to learn.

ORGANISING AN R.P.M. PETITION

Finchley Association's initiative

AS stated on p. 169, Finchley Pharmaceutical Association made itself responsible at its meeting on February 14 for
spearheading a campaign against the
abolition of resale price maintenance.
At the outset Mr. J. C. Bolton was in
the chair, but only to explain its purcose and call for the election of special
officers and a committee. Already the
Association had sent telegrams, he said,
to four M.P.s in its area. Mr. Alfred
King was elected chairman and took
over the conduct of the meeting. Mr.
Bolton accepted office as secretary,
and Messrs. D. M. Neil, C. Harris,
the W. Tinsley, G. D. McD. Lavin and
H. J. Shore were elected to serve with
the officers as committee. Mr. A. Wiltinson, Barnet, spoke of the unreceptive
eaction he had had in an interview
with his local M.P. Mr. Reginald
Maudling (Chancellor of the Exthequer). Among other things Mr.
Maudling had said that the Govern-

ment "had abolished R.P.M. for manufacturers—why not for retailers?" the retailers would have to engage in bulkbuying, and that if customers wanted personal service, they would have to pay for it. On the other hand he had given no answers to the questions whether the Government would take drugs out of the Bill, and whether, when R.P.M. was abolished, he would support an increased payment to contractors for N.H.S. dispensing. The argument was also put forward that it was morally wrong to make medicines a competitive, free-for-all, or to sell drugs "on gimmick." Mr. D. M. Neil, Whetstone, said there was no hope of stopping the Bill but chemists would be told later, if they did nothing now, that they had agreed to its proposals. He proposed that the meeting should instruct the committee to appoint delegates to interview M.P.s, and the proposal was unanimously carried by the

meeting. Mr. Allen Aldington (a member of the National Pharmaceutical outlined Union executive) already taken against the Bill, including Sir Hugh Linstead's effective speech in the House of Commons, interviews with the Minister for Industry and Trade and Minister of Health by a joint delegation from the Union, Pharmaceutical Society and Company Chemists' Association (see C. & D., February 1, p. 99). He urged pharmacists to harry the supporters of the Bill. A point they should stress was that, under the N.H.S. contract, chemists must offer no inducement to attract dispensing to the pharmacy. Cut prices were an inducement that thus gave the cutter an unfair advantage over the pharmacist.
Mr. Shore, after praising the Pharmaceutical Society for its memorandum on resale price maintenance, asked what price purchase tax would be calculated upon if wholesalers were, like retailers, prohibited from adhering to a price, and was told that no answer to that problem had yet been provided. Nor was the fate of agencies yet known. Mr. A. J. Kelly, Friern Barnet, thought chemists were strongly placed to point out the threat to quality that price-cutting involved, since the public would readily recognise that the quality of medicines should not be cheapened. Mr. Tinsley proposed a petition, which was taken up with enthusiasm.

Shop Union View

SAFEGUARDS REQUIRED

THE Union of Shop, Distributive and Allied Workers (U.S.D.A.W.) declares in a published statement that it will resist to the utmost any attempt to use the abolition of R.P.M. as a pretext to attack or to retard justifiable increases in the wages and improvements in the working conditions of workpeople employed in distribution." Any general ban on R.P.M., the union says, must be subject to appropriate machinery for hearing appeals for the exemption of specified trades on grounds that the public interest would not be served by abolition of R.P.M. in those trades and subject also to "public interest" being defined so as to include the interests of distributive workers. The union also asks for the inclusion of safeguards in the Bill "to prevent a deliberate and pernicious system of selective price cutting even to the point of retail concerns buying up the articles which have been price cut by others and persistent selling at a loss or below the normal cost prices allowing for quantity discounts, etc., which are available to bona fide traders, since these practices are destructive of trading stability.'

TRANSPORT NOTES

Vehicle Security.—A special section on vehicle security is incorporated in the 1964 edition of the C-licence Year Book, published by Traders' Road Transport Association. The new edition takes note of substantial changes in the law affecting traffic offences, driving licences, wages, speed limits, lighting and continental transport, together with scores of minor amendments and improvements.

IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

THE Redundant Workers (Severance Pay) Bill, which is being presented in the House of Commons by Mr. Julius Silverman, provides minimum terms of severance pay for workers dismissed through redundancy or other causes beyond their control. It requires severance pay to be calculated by multiplying average weekly earnings over the last five years of employment by the total years of employment. The amount is doubled for an employee who has been with an employer between forty-five and sixty years.

MR. JULIUS SILVERMAN moved the second reading of the Bill on February 14. Under the Bill there was a twelvemonth qualifying period for compensation. He understood that the Government was thinking in terms of five years. MR. J. B. GODBER (Minister of Labour) speaking in the debate said the Government had concluded it would be wrong to proceed with legislation related only to severance pay. They wished to review the whole question of financial provision for redundant workers. The debate was adjourned.

Fluoroacetate Poisoning

CAPTAIN H. B. KERBY asked the Minister of Health if he was aware that but for the deaths of farm and household animals in Kent and South Wales recently no conclusive diagnosis of the cause of death could have been made, in view of the fact that the tests available for determining fluoroacetate poisoning in man and animals were limited in scope. What steps were being taken to extend and improve the tests? MR. BERNARD BRAINE (Joint Parliamentary Secretary), in a written answer on February 12, stated that knowledge of the efficacy of tests "already worked out" had improved. The Minister of Agriculture was anxious for more conclusive tests and was consulting the Minister for Science.

CAPTAIN KERBY asked the Minister of Agriculture why, in view of the fact that the manufacturers of Tritox advised agriculture was a dible plant. vised against its use on edible plants, at a strength of 10 parts per million of fluoroacetamide, his department recommended the use of Megatox at a strength of 250 parts per million on edible crops such as sugar beet, brassicas, broad beans and strawberries; and what tests were carried out before the time interval of four weeks between spraying and harvesting was advised, in view of the fact that fluoroacetamide was now known to remain stable in soil and water for a number of years. In a written answer on February 11. Mr. Soames said that, on the recommendations of the Advisory Committee on Poisonous Substances used in Agriculture and Food Storage, the Government departments concerned had agreed to the use of Megatox on four out of the seven edible crops requested by the manufacturers, subject to recommendations for its safe use which stipulated the maximum rate and frequency of application for each crop and laid down a minimum interval of four weeks between spraying and harvest. Those recommendations were

based on the results of a series of studies carried out by the manufacturers, a consultant research centre and the Ministry, which showed that the amount of fluoroacetamide in the crops four weeks after spraying was nil or barely detectable. While fluoroacetamide was stable in pure water, in soil it was broken down by micro-organisms and soon lost its activity.

Pesticides

CAPTAIN KERBY asked the Minister of Agriculture, Fisheries and Food if he would set up an investigatory committee on the use of pesticides, and if he would consult with the Home Secretary, the Minister of Health and the Minister of Housing to obtain their joint representation on such a committee. MR. CHRISTOPHER SOAMES (Minister of Agriculture, Fisheries and Food) in a written reply on February 14 said he would consider the suggestion.

Agricultural Chemicals

MRS. J. S. BUTLER asked the Minister of Agriculture on February 17 what arrangements his department made for screening all chemicals used in agriculture and horticulture before permitting them to be marketed and what new arrangements he intended to make to ensure no repetition of the Smarden incident.

MR. SOAMES replied that, under the voluntary Notification of Pesticides scheme, manufacturers undertook not to market a new pesticide for use in agriculture or food storage until the Advisory Committee on Poisonous Substances had examined it and Government Departments had issued official recommendations for its safe use. The incident at Smarden did not arise from the agricultural use of a chemical, but from its manufacture, and the lessons to be learned from it were being studied by the Government.

Fowl Pest Vaccines

MR. J. M. L. PRIOR wanted to know if the Minister of Agriculture would authorise the testing of fowl pest vaccines other than those at present in use. MR. J. SCOTT-HOPKINS (Joint Parliamentary Secretary) in a written answer on February 17 refused to do so. Inactivated vaccines from four different makers, when properly used, had achieved a reasonable control of fowl pest. Live vaccines had serious disadvantages and the Minister did not propose to authorise their use.

Royal Commission

MR. R. W. SORENSEN asked the Prime Minister on February 11, if, in view of public concern over the direct and indirect effects of the personal use of narcotics, sedatives and stimulants and the employment of chemical fertilisers, insecticides and fumicides, he would advise the appointment of a Royal Commission to ascertain their medical, social and economic incidence, the extent to which commercial considerations encouraged the excessive or irresponsible usage of substances that could be socially and per-

sonally deleterious, and the measures that should be taken to minimise the effects. Mr. Selwyn Lloyd, for the Prime Minister, said he agreed that those were serious matters, but did not think a Royal Commission the best way to make progress.

Added Value Tax

MR. W. STRATTON MILLS asked the Chancellor whether he expected to receive the report of the Richardson Committee, on an added-value tax, before the Budget. MR. MAURICE MACMILLAN in a written answer on February 12 said that the Chancellor expected to receive the report in the near future.

European Pharmacopæia

MR. C. JOHNSON asked the Foreign Secretary what was the policy of the Government towards Recommendation 383 (on the institution of a European Pharmacopæia) adopted by the Consultative Assembly of the Council of Europe on January 16, and if the Government would participate so soon as possible in its establishment.

MR. R. MATHEW (Parliamentary Secretary) in a written reply on February 12, said the Government had not yet taken a decision on the proposal, which was still under consideration by the Partial Agreement Committee of Ministers' Deputies at Strasbourg. It was also necessary to take into account the work undertaken by other organisation.

sations.

Drug Safety Committee

LORD BALNIEL was given a written reply on February 10 to a question to the Minister of Health about which new drugs or new compounds of drugs previously in use had been marketed for the first time since January 1 without being referred to the Drug Safety Committee. MR. A. BARBER'S answer said that "The only case that my Ministry has traced is the marketing of two new formulations of the same standard drug." The Minister told Lord BALNIEL that he knew of no new drug or "compounds of drugs previously in use" that had been submitted for clinical trial since January 1 without being referred to the Drugs Safety Committee.

Postage Stamps

MR. A. LEWIS asked the Postmaster-General why he would not take action to enable postage stamps to be sold below the fixed price, or given away for retail purchases, in view of the extra revenue which would be received by his Department. MR. RAY MAWBY (Assistant Postmaster-General), in a written reply on February 12 indicated that, as the law stood, the Post Office could not buy back such stamps. He could not imagine that in the circumstances the scheme would be attractive to retailers or their customers. He did not think that such use of postage stamps would be helpful to the proper distribution of Post Office facilities.

Rickets in Glasgow

MR. B. MILLAN, who asked the Secretary of State for Scotland if he was

aware that rickets had reappeared in Glasgow children because of inadequate diet, and whether he would abolish the charges on welfare foods for children, was given a written reply by MR. MICHAEL NOBLE (Secretary of State, Scotland) on February 12. MR. NOBLE said he knew of an increase in 1962 in the incidence of rickets in Glasgow; 1963 figures were not yet available. Investigation of the 1962 cases showed that most of the families concerned were eligible for free welfare foods. He did not propose to abolish the charges on welfare foods, the uptake of which was rising.

Drug Imports

MR. B. T. PARKIN asked the Chancellor of the Exchequer if there was any variation in the measures taken by Customs officers to control scheduled poisons and Dangerous Drugs impor-ted from Ireland, and the measures applied to similar imports from other countries. Mr. MAURICE MACMILLAN (Economic Secretary, Treasury), in a written reply on February 12, said "Drugs may not be imported without a licence. Importations of these drugs from the Republic of Ireland are controlled with the same vigilance as those from other countries. The importation of scheduled poisons is not under the same prohibition, and they are not therefore, subject to special Customs control." MR. PARKIN also asked what method was used to dispose of scheduled poisons and Dangerous Drugs confiscated by Customs authorities. MR. MAURICE MACMILLAN replied that raw opium was sold to authorised manufacturers. Other Dangerous Drugs were destroyed, normally by burning.

Poisons Control

The Home Secretary was asked by MR. B. T. PARKIN if "in the light of the latest information available on illicit traffic in amphetamine derivatives, he would in advance of comprehensive legislation, seek emergency powers to control and inspect the distribution of scheduled poisons by wholesalers." Mr. Parkin also wanted to know if, as there was no special Customs control over the importation of scheduled poisons, the Home Secretary would seek powers to require records of quantities and destinations "of those of such imports as he thinks fit, including amphetamine derivatives." MR. HENRY BROOKE (Home Secretary) in a written reply on February 17, said he had nothing to add to previous replies he had given on the subject (see C. & D., February 8, p. 125).

Health Centre

MR. J. STONEHOUSE was informed by MR. BRAINE on February 17 that the Staffordshire County Council was considering establishing a health centre in Wednesbury.

Tetralysal Patent

SIR BARNETT STROSS asked the Minister of Health what inquiries he made about the patent of the drug Tetralysal, a tetracycline preparation produced by Carlo Erba, Milan, Italy, before he allowed its purchase for use in British hospitals. In a written answer on February 12, MR. BARBER said he had sat-

isfied himself that the company's patent for Tetralysal was sealed on April 17, 1963, and that no objections had been recorded.

Resale Price Maintenance Bill

During discussions on the business of the House of Commons in the week beginning February 17, Mr. DOUGLAS JAY said that it was three weeks since the statement had been made that a Bill dealing with resale price maintenance would be published within four weeks. He wanted to know if the Bill would be published during the week under discussion. Mr. Selwyn Lloyd (Lord Privy Seal) would provide no further information.

LEGAL REPORTS

Caught in the Act

A FINE of £25 was imposed at Liverpool county magistrates' court on January 31 on David Louis Stanger, Westvale, Kirkby, who had pleaded guilty to breaking and entering the store of Kirkby Chemists (Liverpool), Ltd., 18 St. Chad's Parade, Kirkby, on January 15 and stealing razor sets, soap and other goods to the total value of about £9. A police constable saw the door of the store open. On entering he saw Stanger and two other men filling their pockets with goods from the shelves lining the walls of the store. Stanger was apprehended but the other two men had made their escape and had not been traced.

Dangerous Drugs Conspiracy

EIGHT men were sentenced, seven of them to imprisonment at the Central Criminal Court on February 18 after being found guilty of conspiracy to supply dangerous drugs without a licence or due authority. The drugs were morphine, heroin, opium and cocaine said to have been stolen from a Glasgow wholesale chemist in September 1962. A year later the police learned that certain persons were offering dangerous drugs for sale. A policesergeant volunteered to act as a drug trafficker's purchasing agent and he made contact with two of the men in the East End of London. One said the price would be £15,000 but the drugs would be worth £250,000 on the black market. While two large suitcases containing the drugs were being transferred to the sergeant's car other police officers appeared and most of the defendants were arrested on the spot. Others were detained later.

COMPANY NEWS

Previous year's figures in parentheses

MENTHOLATUM CO., LTD.—Mr. A. E. Honeyman has been appointed chairman; Mr. E. S. Hole, managing director and Mr. E. J. Thrower, A.C.I.S., secretary.

WESSEX BIOCHEMICALS, LTD.—The company have increased their nominal share capital from £2,000 to £20,000 in anticipation of the raising of more permanent capital for the building of their proposed new laboratories and offices at Castle Road, Bournemouth. They plan to commence building this year.

RICHARDSON-MERRELL, INC.—Richardson-Merrell, Inc., New York,

U.S.A., has acquired for cash, Laboratorios Picot, S.A., a Mexico City pharmaceutical company, which will become part of Richardson-Merrell's Vick international division. Cost of the acquisition was "in excess of \$5 millions," said a spokesman "but by the time we finish expansion it will be closer to \$10 millions."

AMERICAN CYANAMID CO.—Net earnings in 1963 were \$66,339,000 equivalent to \$3.02 per share (against \$59,321,000 or \$2.77 per share in 1962) when fewer shares were outstanding. Sales for the year were \$710,529,000 (\$649,211,000 sales). The major part of the increase in the 1963 sales volume came from greater sales of consumer products to which recent acquisitions made an important contribution. For the sixth consecutive year sales outside the U.S. and Canada set a record rising to \$131,356,000, approximately 18 per cent. of the company's total business (\$118,252,000 in 1962).

GILLETTE INDUSTRIES, LTD.-Mr. C. Abderhalden, managing director of Gillette Industries since 1959 and of the French and German Gillette companies since 1947, has relinquished the post on retirement after thirty-five years of service in the razor blade industry. Mr. H. C. L. Garnett has been appointed managing director and Mr. H. Graham deputy managing director of Gillette Safety Razor Co. (U.K.); Mr. J. E. N. Peters managing director of the Toni Co. (U.K.); and Mr. P. Cuenin managing director of Gillette Surgical (U.K.). Mr. A. Sedgwick (home marketing director, Gillette Safety Razor Co.) will continue to be responsible for the marketing of Gillette products in the United Kingdom, and Mr. B. Petre becomes overseas marketing director of the Gillette Safety Razor Co.

JEYES' SANITARY COMPOUNDS CO., LTD.—The directors propose to make a rights issue of approximately 698,000 Ordinary shares of 5s. each at 15s. per share in the proportion of one for five. Net profits, before taxation, for 1963 are expected to be about £360,000 (against £209,074 which did not include profits of subsidiaries acquired during 1963). The directors intend to recommend a final dividend of ninepence per share, bringing the total distribution for the year to 1s. 1d. or 21·7 per cent. (20 per cent.). The directors expect that the distribution of 1s. 1d. per share, will be maintained for 1964 on the increased share capital.

MONSANTO CHEMICALS, LTD.—A sccond interim dividend of $8\frac{3}{4}$ per cent. (against $6\frac{1}{4}$ per cent.) is declared making $12\frac{1}{2}$ per cent. (against 10 per cent.) for the year 1963. Consolidated trading profits increased from £3,444,910 to £4,023,223, and the net balance, including dividends and interest,—amounted to £1,075,198 (£844,579). Net sales of the company, and of its United Kingdom subsidiaries only, totalled £22·34 millions (£20·09 millions), making a trading profit of £3,277,618 (£2,610,313). Net profit from operations was £1,406,482 (£850,550) and net income, after tax, £828,475 (£622,265). Mr. L. A. Lewinton (chairman) states that the results in the

second half of 1963 were adversely affected by costs incurred and absorbed into the profit and loss account in connection with the initial operations of new plants together with certain end of year non-recurring adjustments in respect of subsidiaries acquired during the year.

AGFA. and GEVAERT A.G. PHOTO-PRODUCTEN, N.V.—A large new European photo-chemical enterprise is being created by the merger, on July 1, of Agfa, A.G., with Gevaert Photo-Producten, N.V. Announcing the merger on February 14, Farbenfabriken Bayer, A.G. (parent company of Agfa), said that, because of legal complications, the business would be conducted jointly by a German and a Belgian company in which Agfa and Gevaert had each a 50 per cent. interest. Agfa will bring a "dowry" into the merger by adding companies in the photochemical sectors, in which Bayer has a majority. They will include Leonar Werke, A.G., Hamburg, Mimosa, G.m.b.H., Kiel, Chemische Fabrik Vaihingen and Perutz-Photowerke, G.m.b.H., in which Bayer have a 50 per cent. stake. The other 50 per cent. is held by C. F. Boehringer und Soehne, G.m.b.H., which will also be represented in the deal. Reasons given for the merger were to "strengthen the research potential of both companies by co-ordinating scientific work, rationalisation of production and sales and a rise in competitive ability.

ILFORD, LTD. — The company's exports increased by 17 per cent. in the year ended October 31, 1963, states the chairman (Mr. J. P. Philipps) in his annual report. He adds that the company have always been concerned about their lack of facilities in the Common Market, where "competitors are strongly entrenched," and refers to the agreement with CIBA (see C. & D. June 22, 1963, p. 681), which should be of great assistance in that connection. The proposed agreement provides for an option by CIBA to contribute up to 50 per cent. of the cost of any new film and paper coating machines erected by Ilford in the United Kingdom by subscribing in cash for Ordinary shares at the then market price. Similar arrangements are proposed in the case of Ilford's Australian sub-sidiary. No extensions to the capacity in the U.K. are contemplated at present, and, by agreement with CIBA, the voting rights on any shares so acquired are limited to a minimum 10 per cent. of the total equity. The Australian company's turnover has grown to over £1 million and in the United States sales have increased from £250,000 in 1956 to £2 millions a year. For statement of accounts and dividend see C. & D., February 1, p. 102.

BUSINESS CHANGES

MR. G. T. WARING, M.P.S., has acquired the pharmacy of Mr. T. D. Page, M.P.S., 33 Montpellier Parade, Harrogate.

EASIPOWER APPLIANCES, LTD., and Easipower (Service), Ltd., are ceasing to use their individual company names on February 29. All trading will be conducted in the name of Dreamland Electrical Appliances, Ltd.

Appointments

CIBA LABORATORIES, LTD., Horsham, Sussex, have appointed Dr. J. M. O'Brien medical adviser to their clinical research division.

PHARMAX, LTD., Thames Road, Crayford, Dartford, Kent, have appointed Mr. T. Connolly, M.P.S.N.I., their resident medical representative for Northern Ireland. Other medical representatives appointed recently are: Messrs. H. J. H. Van Ommeren (Birmingham), C. T. G. Milne (South-east London), J. W. McCarron (South-west Scotland) and T. R. Price (Cheshire and North Wales).

PERSONALITIES

MR. T. P. TOHER, M.P.S.I., Sligo, a past-captain of the Irish Chemists' Golfing Society and a past-president of the Golfing Union of Ireland, was guest of honour at a dinner given recently by the members of the county Sligo golf club.

MR. T. DIXON PAGE, M.P.S., D.Opt., who has been in business in Harrogate for seventeen years, retired at the beginning of February. Mr. Page is a past-chairman of the Harrogate Branch of the Pharmaceutical Society. His present address is Flat 3, 60 Kent Road, Harrogate.

MR. FRANZ DITTRICH, for many years president of the Austrian Chamber of pharmacists, recently celebrated his seventy-fifth birthday. Mr. Dittrich has been active in pharmaceutical affairs for forty years, for more than ten of them as president of the Chamber.

MARRIAGES

BOWERS—BEHAN.—At St. Theresa's Church, Mount Merrion, Dublin, Eire, recently. Brendan Bowers, B.Comm., A.C.A., Mount Merrion, to Monica Behan, M.P.S.I., Killaloe, co. Clare.

DEATHS

BROOMFIELD. — On February 3, Mr. Reginald John Broomfield, M.P.S., 132 Belle Grove Road, Welling, Kent. Mr. Broomfield qualified in 1921.

BUTLER.—Recently, Mrs. Isabella Butler, 18 Morgan Road, Reading. Mrs. Butler, who was ninety-three years of age, was the widow of the late Mr. Benjamin H. Butler, M.P.S., who opened his pharmacy in London Road, Reading, in 1880. The business is still carried on by a son, Mr. J. R. Butler, M.P.S.

DALE.—Recently, Mr. Samuel Dale, L.P.S.I., Ebrington Terrace, Waterside, Londonderry, Northern Ireland. Mr. Dale was one of the oldest Licentiates of the Pharmaceutical Society of Ireland, having qualified in Dublin sixty-three years ago.

DALTON.—On December 20, 1963, Dr. Joseph Dalton, L.P.S.I., Shannon Lodge, Banagher, co. Offaly, Eire. Dr. Dalton was admitted a Licentiate in 1927 and was one of the first Peace Commissioners appointed by the Free State Government in 1922. He was the father of Mr. William Joseph Dalton, M.P.S.I., Banagher, who qualified in 1944 and is a leading figure on the ex-

ecutive of the Central Ireland Pharmaceutical Federation, a member of the Opticians' Board, and a director of Banagher Tiles, Ltd.

DORE.—Recently, Mr. Robert Dore, L.P.S.I., Drumcollogher, co. Limerick, Eire. Mr. Dore qualified in 1916 and carried on business in his home town until a few years ago. Mr. Dore was a member of one of the best-known pharmaceutical families in the country, being a brother of the late Mr. Michael Dore, M.P.S.I., Newcastle West, and an uncle of Mr. Michael Joseph Dore, M.P.S.I., Templeogue, co. Dublin.

FRITH.—On February 19, Mr. George Arthur Frith, M.P.S., 39A George Street, Richmond, Surrey. Mr. Frith qualified in 1924 and founded Frith Bros., Ltd., Heath Road, Twickenham, in 1928. He opened a branch in Richmond eight years later. A prominent Rotarian, Freemason and member of many local organisations, he had been suffering from ill-health for the past ten years but retained an active interest in the business, now being run by his brother, Mr. John E. Frith, M.P.S.

GARDNER.—On February 5, Mr. John Wilson Gardner, M.P.S., 23 Cossington Road, Canterbury, Kent. Mr. Gardner qualified in 1904.

GAZE.—Recently, Mr. John Edwin Gaze, M.P.S., 33 Elm Park, Stanmore, Middlesex. Mr. Gaze qualified in 1902.

HORNE.—On February 14, Miss Adelaide Alexandrina Mary Horne. M.P.S., 716 Crow Road, Glasgow, W.3. Miss Horne qualified in 1926.

LAND.—On February 3, Mr. Eric Land, M.P.S., 7 Hillsborough Court, Mortimer Crescent, London, N.W.6. Mr. Land qualified in 1943.

LAUDER. — Recently, Mr. James Lauder, F.P.S., 109 Groby Road, Leicester. Mr. Lauder qualified in 1920. He joined the staff of Leicester Isolation Hospital and Chest Unit in 1928 and was appointed group pharmacist in 1950.

MARSH. — On February 17, Mr. John Thomas Marsh, M.P.S., 18 Leigh Court, Byron Hill Road, Harrow-onthe Hill. Mr. Marsh was apprenticed in the early 1930's to Brady & Martin, retail pharmacists of Newcastle-on-Tyne. He qualified in 1936 and became a hospital pharmacist at the Royal Victoria Infirmary, Newcastle-on-Tyne. Mr. Marsh joined the advertising department of Glaxo Laboratories, Ltd., as the department's first pharmacist, in 1937. For the last twenty years he has been a prominent member of the company's medical department.

MARTIN. — On February 7, Mr. Alfred Lamont Martin, M.P.S.N.I., Lurgan Road, Portadown. Mr. Martin qualified in 1930, and carried on business at 8 Market Street, Portadown. He was a member of the Territorial Army at the outbreak of the 1939-45 war and joined the Royal Artillery in which he attained the rank of captain. In 1952 he was elected an alderman of Portadown Borough Council and served as mayor in 1961-62.

REID.—On October 14, 1963. Mr. William Barr Reid, M.P.S., 2311 Lakeshore Road, Burlington, Ontario, Canada. Mr. Reid qualified in 1931.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

- FBA In Higher Concentration. -Pharmaceuticals, Ltd. (United Kingdom subsidiary of Farbenfabriken Bayer, A.G., Leverkusen, Germany), Burrell Road, Haywards Heath, Sussex, announce that Trasylol is being made available additionally in a higher conavailable additionally in a higher concentration of 25,000 Kallikrein inactivator units in ampoules of 5 mils. The packs are of five and twenty-five ampoules.

French Medical Specialities. — As licensees of Les Laboratoires Servier, Paris, France, Selpharm Laboratories, Ltd., 15 Hanover Square, London, W.1, are marketing in the United Kingdom four of that company's specialities. Anaprel, for use against hypertension, contains in each pink tablet 0.5 gm. of rescinamine; the pack contains fifty. Locabiotal nasal spray is a clear oily solution containing 0.50 per cent. of fusafungine in 15-mil nebuliser for use in nasal infections; it is shortly being issued also as a pressurised variant. Ponderax, indicated in anorexia, contains in each blue-coated tablet 0.30 gm. of phenfluoramine (trifluoromethyl phenyl-1 ethylamino-2 propane hydrochloride); there are packs of fifty and 100. Vastarel, for use in angina (coronaritis or pectoris) contains in each 0.15 gm. white tablet 1 mgm. of trimetazidine (trimethoxy 2'-3'-4' benzyl piperazidine hydrochloride); the pack hold fifty.

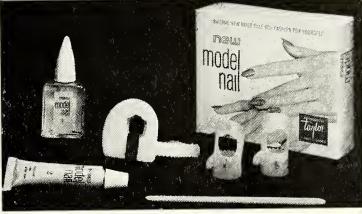
COSMETICS AND TOILETRIES

Soap Range Repackaged. - Cussons Sons and Co., Ltd., Kersal Vale, Manchester, have repackaged their floral soap range, and now offer a soap to match each of their floral talcum powders, in-cluding "Damask rose," now introduced as a standard line. The range has been standardised in and price shape and all the soaps are available in three-tablet, slim-

line presentation boxes throughout the year, each tablet individually wrapped. Except for "Blue Hyacinth" and "Wild Lavender," there are two sizes

for every perfume.

Blue-based Shampoo Tints.—Three new shades for Polycolor semi-permanent shampoo tint and polytint permanent hair colouring are all blue-based. They are neutralising ash, raven black and hazelnut. Neutralising ash has been produced for bleached blonde hair, so as to avoid any "harsh brassy effect." Raven black is a high-fashion shade for those who seek a really dense blue-black. Hazelnut is a blue-based brown and is claimed to make a per-fect "first experiment" colour for those with mousey hair who fancy a more positive brown tone. Manufac-



turers are Lambert Chemical Co., Ltd., Eastleigh, Hants.

Spring Make-up. — Inspired by the Italian eighteenth-century bergamask dance, the new Bergamask make-up of Harriet Hubbard Ayer, is in "gay, tender, softly shaded colours." A blue eye-liner outlines the upper eyelid with a stroke that starts just above the lashes and slants slightly upwards, finishing just beyond the outer corner of the eye. Natural eyeshadow, with a touch of blue grey, is put on to cover the eyelid. Eyebrows are touched up with a pencil matching the hair colour, the eyelashes being brushed with automatic mascara of the same blue shade as the eyeliner. The lips are made-up with a new pink, Venetian rose. A new liquid powder is in pale pinky Baltic shade. A slight touch of rose rouge shades off the cheek bones.



Applicator with New Home-perm Pack.—Gibbs Pepsodent, Ltd., Hesketh House, Portman Square, London, W.1, have perfected an applicator for their foam neutraliser and claim that it is unique. The neutraliser is now supplied ready mixed, and the operation of applying it is simplified by a new plastic



PACK AND CONTENTS: The pinkeoloured sales pack of Model Nail (see C. & D., February 1, p. 105) comprises a bottle of liquid, a tube of gel, ten finger masks (to fit any size and shape of finger) and an emery board. The pack contains enough to fashion 50 nails, Manufacturers are Phillips, Scott & Turner Co., 2 St. Marks Hill, Surbiton, Surrey.

bottle and applicator head. The bottle is shaken well until it is full of stiff, white foam, which is squeezed on to the hair, the procedure being repeated until the whole head is covered. The foam is stated to stay on the hair without dripping until the neutralising process is finished. The mark has been processed in the control of the is finished. The pack has been given a new diamond shape.

Perfumed Bath Oil.— Available in Chant d'Aromes, No. 90, Mitsouko, l'Heure Bleue, Vol

de Nuit and Jicky perfumes, a new bath oil perfected in the laboratories of Guerlain, Ltd., 14 Grafton Street, London, W.1, is noteworthy for its high concentration of perfume, only two or three drops being enough for a bath. The oil is understood to dissolve instantly in water.



"Little Sister" Skin Perfumes .- In time for Spring and Summer comes a new slender-waisted 1½-oz. flask of skin perfume from Morny, Ltd., 201 Regent

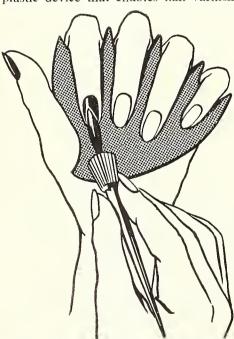


Street, London, W.1. It is available in French Fern, Blue Carnation, Sandalwood, Gardenia, Pink Lilac, June Roses and Lily of the Valley fragrances.

In Lancashire Only.—Breetheeze is the name of a new Colgate-Palmolive aerosol for the relief of congestion in the nose, throat and bronchial tubes. The product is currently available only in the Lancashire television area.

Swedish Cosmetics for Britain, What are described as "Sweden's most popular skin care preparations," the Maxelle 32 range of products, are being introduced to Britain by Concorde Perfumery and Cosmetics, Ltd., 94 Rick-mansworth Road, Watford, Herts. A unique feature claimed for the products is that they have a carbon dioxide content-" a valuable aid in keeping skin youthfullyl supple, fresh and glowing. The preparations have been formulated "to protect cell growth by ensuring that the important protective pH (an acid mantle) of the skin continually maintains a healthy acid state." Maxelle 32 N, a night cream for dry and normal skins, "leaves no sticky film on the face." Maxelle 32 D, which is for the dry or normal skin, also contains vita-mins A. E and F, and is claimed specially beneficial to those women on balanced slimming diets. Maxelle 32 A is offered as a corrective and toning cream for relaxed skin. Maxelle 32 skin lotion, "for the greasy and sensitive skin," contains a drying agent, and is claimed ideal for use on teenage "problem" skins. The three creams are packed in featherweight white "double-shell" jars that insulate the cream against faulty storage and keep the contents stable in all conditions. The skin lotion is in a slender unbreakable plastic bottle.

Nail-varnishing Adjunct.—Under the name Varnaid, L. M. Bennett, 14 Bow Lane, London, E.C.4, are marketing a plastic device that enables nail varnish



to be applied without smudging. The device "ensures perfect finger-tip control and facilitates quick drying." It is available to chemists in 1-doz. box.

Soup for Slimmers.—Introducing a new product Bisk Slimasoup, British Chemotheutic Products, Ltd., Kemtheutic House, Grant Street, Bradford, 3, describe it as "very special soup—a dietary soup—that's why its sale is restricted to chemists and health food stores." Slimasoup is available in tomato, oxtail, mushroom and gardenvegetable flavours. The product is being heavily advertised in women's

journals and the popular Sunday newspapers. A wire counter "dispenser" is available.

SUNDRIES

In New Wrapper.—A new wrapper for the double-pack Izal soft rolls is being introduced gradually throughout the country by Izal, Ltd., Thorncliffe, Sheffield. It has been redesigned to emphasise the brand name and the lanolisation.

A More Hygienic Wrap.—A new overall wrapper for Bronco toilet rolls makes for more hygienic display, safer storage, and more attractive appearance. Available in pink, green, blue or natural, the rolls are a product of the Peter Dixon Group and are marketed by Bronco, Ltd., Atlas Works, Berkshire Road, London, E.9.

For Simpler Sterilisation.—An outfit that is claimed to make infant feeding bottle sterilisation simpler and more convenient has been produced by the Milton division of Vick International, Ltd., 10 New Burlington Street, London, W.1. Designed to accommodate two feeding bottles with teats and teat covers, it is of rigid plastic construction and has a transparent close fitting lid. The unit has a sloping floor to ensure that bottles placed in the sterilising solution are freed of air pockets and that there is 100 per cent, surface contact with the antiseptic. Two tablespoonfuls of Milton antiseptic are

diluted with water to an indicated level in the unit, and washed feeding bottles and teats are immersed in the solution between feeds. Once in twenty-four hours the solution is changed. The outfit is supplied with a 3-oz, bottle of Milton, a teat covermeasure, and a Skylon plastic feeding bottle. A foam plastic sheet, included as a protection against breakage in transit, may be used as a bath mat for baby. The unit is packaged for counter display.

"Hamper" for Curlers.—The Lady Jayne curler hamper No. 264, now available from Laughton & Sons, Ltd.,



Warstock Road, Birmingham, 14, is made in polypropylene in pearl pink, pearl blue or pearl ivory shade. It has a rose knob for lifting the lid. Sold empty, it holds a quantity of curlers in excess of the requirements for creating a hair style.

TRADE NOTES

A 250-tablet Pack.—John Wyeth & Brother, Ltd., Huntercombe Lane South, Taplow, Maidenhead, Berks, are introducing a 250-tablet pack of Entersorb tablets.

Discontinued. — Boots Pure Drug Co., Ltd., Station Street, Nottingham, are no longer issuing the 500-tablet pack of Dorminal tablets gr. 1, the 6 x 1-mil pack of Viules sodium aurothiomalate, B.P., 10-mgm. or the 6 x 2-mil pack of Viules sodium aurothiomalate, B.P., 50-mgm.

Discontinued.—Andre Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, have cancelled from their price list lot No. 17 (bath crystals vase) and the bottle of lot 9 (perfumed lacquer refill), leaving only sachets.

"Twopence-off" Offer.—Kimberly-Clark, Ltd., Larkfield, Maidstone, Kent, are offering Kotex sizes No. 1 and 2 at twopence below the normal price during February. A dark blue flash announcing the new offer appears on the front, top and bottom panels of the pack. A stand, counter and hanging cards are available.

Price Maintenance Policy.—Thermos, Ltd., Ongar Road, Brentwood, Essex, have restated their belief that abolition or limitation of resale price maintenance will be gravely detrimental to the interests of the public, trade and manufacturer. Until the Bill embodying the Government's intentions is enacted, the company's methods of distribution and enforcement of resale price maintenance are being continued.

Olympic Appeal.—As part of an appeal by the British Olympic Association for at least £150,000 to send a team to the Olympic Games in Tokyo,

Japan, in 1964, the Association has organised a "Trip to Tokyo" competition. The contest gives entrants the opportunity to compare suggestions designed to lead to the best possible performance by Great Britain's team at the 1968 Olympic Games, and the three prizes are expenses-paid trips to the 1964 games (cash alternatives if preferred).

Information for Manufacturers

Diaries for Overprinting. — Merit (Stationers), Ltd., 159 Tower Bridge Road, London, S.E.1, are makers of the Merit 10 x 8-in, executive one-week-at-a-view diary, with 16 pp. of information and air route maps. A smaller (8 x 5 in.) standard diary includes principal postage rates, etc. Both diaries may be overprinted and used for advertising purposes.

An Analgesic Ingredient.—Gerhardt-Penick, Ltd., Thornton Laboratories, Purley Way, Croydon, Surrey, offer Diperodon hydrochloride as a new American local anæsthetic and surface analgesic not included on the British Poisons List. It may be incorporated in products sold "over the counter" (baby lotions, ointments, cough syrups and lozenges). Diperodon hydrochloride is described as a piperidine compound in the class of N-substituted aminobenzenes. It is claimed to have attractive potentials as a surface-active agent, in place of benzocaine or procaine.

INFORMATION WANTED

The Editor would appreciate information about:

Fab-u-lash Jensen toothbrush Korlife

MAKERS' ACTIVITIES

Keeping the Shareholder Posted. Every stockholder of Unilever, Ltd., is to receive a copy of a booklet which lists the principal products sold in the United Kingdom by the various subsidiary companies of Unilever, Ltd. There are 190,766 registered stock-holders of Unilever, Ltd., and 5,331 debenture holders.

Austrian Holiday as Prize. — To stimulate interest in the performance of their Executive shaver, Gordon Miller, Ltd., 91 Beddington Lane, Croydon, are running during the period of the Ideal Home Exhibition a competition open to the public. Entrants are required to try the shaver on Stand 570 at the Ideal Home Exhibition, between March 3 and March 30, and to complete an entry form arranging the various features of the shaver in order of considered importance, also submitting an original slogan on the shaver. First prize is a free seven-day holiday for one in Austria, with all travel expenses paid both ways and all normal hotel expenses paid. Second and third prices are Executive shavers.



CIVIC VISITORS: On February 4 the premises of Riker Laboratories was visited by the mayor and mayoress (Councillor and Mrs. R. C. Fletcher), and by aldermen and town councillors of Loughborough, They were received by the company's managing director (Mr. J. A. Lumley), who spoke to them briefly on the company's history. The visitors were then shown round the analytical and development laboratories and factory, seeing in particular the aerosol plant and sterile unit, Left to right in the picture are Mr. Lumley, Councillor A. W. Marriott (laboratory technician at Riker), the mayor (Councillor R. C. Fletcher) and mayoress.

EXPANSION PROJECTS

CONTRACTS have been placed by the Sanitas Trust, Ltd., for building a £280,000 factory at Speke, Liverpool; by Chance-Pilkington Optical Works for constructing a process building at St. Asaph, Flints; and by KODAK, LTD., for a £130,000 warehouse and offices at Sherborne, Dorset.

THE Mond division of Imperial Chemical Industries, Ltd., is now operating its own bulk shipping installation for trichloroethylene and perchloroethylene at Runcorn, Ches. tank farm to store the chemicals was recently completed alongside a layby on the Manchester Ship Canal, and the first shipment from the store was made at the end of December 1963. decision to build the tank farm was taken by the division in view of the steady rise of tonnages exported since the first bulk shipment of trichloro-ethylene five years ago. Most of the shipments are for the U.S. market.

UNSATISFACTORY CLAIMS ON LABELS

Criticisms by the Birmingham city analyst

IN his report for the fourth quarter of 1963, the Birmingham city analyst (Mr. A. H. Coombes) comments on four samples of "patent" medicines reported as having unsatisfactory labels. They were described as "Back and Kidney Pills," "Kidney and Bladder Tablets," "Kidney, Bladder and Rheumatism tablets" and tablets labelled as being "for disorders of the menopause, menstrual troubles and for regulating blood pressure." Mr. Coombes points out that such remedies are among those listed in the British Code of Standards (which advises against the advertising of certain types of medicines). On receiving letters from the Birmingham medical officer of health, three of the manufacturers concerned said they would revise the labels; the fourth advised

that it had already done so.

Three further samples of products sold as slimming preparations (see C. & D., January 11, p. 31) were also investigated by the department during investigated by the department during the quarter. In two cases the formulæ identical (and in fact both samples were made by the same manufacturer). Mr. Coombes reports that "following protracted correspondence, this manufacturer has now decided to

omit any reference to slimming from the description of the pills." A reply was still awaited from the vendor of the third sample. Mr. Coombes makes reference to a pamphlet "Advertising for slimming" published by the Advertising Association in October, 1963, which endorsed the view that slimming could be achieved only by basic dieting, and that laxative preparations, with or without added vitamins, could not affect fatty-tissue metabolism in any way. The pamphlet also stated that "other internal treatments offered for slimming are likely to be either ineffective, harmful or not available to the public except on prescription, and their advertising should be regarded as unacceptable.

Reference is also made in the report to a sample of compound codeine tab-lets that had "a mottled appearance, an odour of acetic acid (due to decomposition) and a salicylic acid content five times the maximum permitted by the B.P. All these facts indicated overlong storage or incorrect storage conditions." It was later found, however, that the pharmacist concerned had bought the tablets only six months previously. Stock was removed from sale and returned to the maker.

N.H.S. ESTIMATES FOR 1963-64

More for Pharmaceutical Services

THE Civil Estimates, 1963-64, reveal that £1,381,000 more is required for the Pharmaceutical Services in England and Wales for 1963-64 and £107,000 more for the Pharmaceutical Services in Scotland. The details are:— £1,068,000; superannuation, Scotland, £1,000.

The hospitals increased costs are due to increased rates of pay. The Ministry of Health requires an extra £145,000 to meet pay increases, increased staff,

	England A	AND WALES	SCOTLAND		
Pharmacists:	£	£	£	£	
Cost of drugs and appliances	67,271,000	(65,911,000)	7,205,000	(7,058,000)	
On-cost allowance	11,986,000	(12,196,000)	1,347,500	(1,397,000)	
Dispensing fees	15,388,000	(14,927,000)	2,116,000	(2,037,000)	
Medical and dental practitioners	3,889,000	(3,516,000)	222,500*	(216,500)*	
-	98,534,000	(96,550,000)	10,891,500	(10,708,500)	
Payments by patients	21,163,000	(20,560,000)	2,227,500	(2,151,500)	
	77,371,000	(75,990,000)	8,664,000	(8,557,000)	

Figures in parentheses indicate original provisions. *Includes £13,500 payments to Health Centre Services.

Scotland,

The Pharmaceutical Services are now expected to cost £109,425,500 gross, against £107,258,500. Allowing for the income from patients' prescription charges, the net cost of the Pharmaprescription ceutical Services will be £86,035,000, against the original provision of £84,547,000—an increase of £1,488,000. The estimates state that the increased number of prescriptions has been partially offset by a lower average prescription cost and additional payments

Altogether an additional £5.8 millions are required for N.H.S., appropriated as follows:—Hospital Services, England and Wales, £2,467,000; Executive Councils' Services, England and Wales, £1.557,000; miscellaneous health and welfare services, England and Wales, £763,000; N.H.S. superannuation, England and Wales, £1,000; hospitals', Executive Councils' and miscellaneous expenditure,

increased travelling expenses, etc. £12,000 is accounted for by Press advertising for the smoking and health campaign. A saving of £47,000 is anticipated following reduced demand for poliomyelitis vaccine and medical and surgical supplies "partly offset by in-creased uptake and cost of orange juice and increased cost of artificial limbs.



HOW IT WILL LOOK: Model showing how the plant of Merck Sharp & Dohme, Ltd., Hoddesdon, Herts, will appear when a new fourstory extension (right) is completed in 1965,

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor docs not hold himself responsible for the views expressed.

Courtesy

SIR,-I know Mr. Murdoch of Mintlaw very well and feel that surely he had his tongue in his cheek when he wrote his letter (C. & D., February 15, p. 156). To be fair, however, I must say that courtesy, which was the real intent of the letter referred to, does not belong to the gutter as alleged, but rather to a high and noble plane of human nature. The worthy attribute of courtesy has been much in evidence amongst the members of the Executive of the Scottish Department -- a fact borne out by any long association with that body. Especially has it been a conspicuous characteristic of Dr. McMorran and Dr. McCall, as I can fully testify of both. W. A. PARK, Aberdeen.

[We understand the letter sent to Mr. Forrest was a congratulatory one on his being honoured with the C.B.E. -Editor.]

Resale Price Maintenance

SIR,—There is one aspect of the arguments for and against resale price maintenance which I have not seen expressed, and which I think is a very significant one. The frequent appearance of packs offering "3d., 4d., or ance of packs offering "3d., 4d., or 6d. off" most certainly has led a number of people, and probably some of those in favour of the abolition of resale price maintenance, to believe that those packs which do not show such a reduction give the retailer that 3d., 4d., or 6d. as extra profit. Many people probably believe that, if those gimmicky packs still show the retailer and wholesaler a fair margin of profit, then generally there is a great deal of profit that can fairly be taken away from them. The manufacturers who bring out these special offers have caused retailers much harm, and the sooner retailers and wholesalers refuse to handle such packs the better. One firm of tooth-paste manufacturers have recently stated they must put up the price of their normal packs, but at the same time offer some of these specially reduced price packs. How mad can they get, and for how long are we to allow this state of affairs to continue? If we all refuse to handle there packs, the manufacturers will soon discontinue the practice. Lest we be accused of hypocrisy, I must state that we have been refusing these packs for several years without complaints from customers. A. S. PRICE & Co. (WHOLESALE), LTD.,

Birmingham.

Memorials to Pharmacists SIR,—The note in Onward from Galen (C. & D., January 11, p. 36) which records the memorials to F. J. H. Wrothwell and to Victor Underwood mentions only two of commemorating pharmacists many who have served their community well. Two others come to mind—the window to St. Luke in the King Street Methodist Church, Bridgwater, Somerset, to the memory of Walter Deacon,

a former president of the Pharmaceutical Society, and a window commemorating S. M. Burroughs placed in the City Temple, London, and destroyed by bombing in World War II. It would be an act of piety, and would serve to place on record pharmacists perhaps now half forgotten, if your readers were to note local memorials to pharmacists in their neighbouring churches or elsewhere. Many apothecaries also achieved this lasting tribute inscribed brasses or memorials in their parish churches. Some, alas, are now badly defaced: it would be well to record them whilst the inscriptions can still be read.

LESLIE G. MATTHEWS, London, E.C.4

Still Two Points of Disagreement

SIR,—I am very appreciative of the interest shown by Mr. Hugh Lattimer in my article on aspects of retail price maintenance, and pleased that he is in agreement with me, except on two points (closing hours and combined buying). I regret still being at variance with his views on those matters. Did he read me closely when I said that all Banks close now on Saturday afternoons without any loss of business, and if all shops closed on the same days, even up to two days a week, all would do the same amount of business as now? Of course that was a deliberate exaggeration to stress the point, and I added that such closing would be unnecessary and unfair. Incidenbe unnecessary and unfair. tally, in the centre of Colchester we close at 5.30 p.m., the town being "dead" for business by then, much to the appreciation of staffs. One pharmacy remains open until 7 p.m. in rotation. With R.P.M. matters so much sub judice, perhaps the least said before the Bill appears about buying the better. Mr. Lattimer is right about the snags. Even so I can tell him of successful groups working now—and without buying £1,000 of a single proprietary. I feel that many of us must learn not to be too independent, but to manage to co-operate, and even make sacrifices. Mr. Lattimer is to be congratulated on having tried to combine in the past—matters might be more conducive to success now—and his wholesaler agreement is interesting. W. H. A. C. WHYTE, Colchester

Time to Make or Mar

SIR, — The recent determination of the Government to abolish Resale Price Maintenance has spotlighted the prime objective of the Progressive Pharmacy Association, namely that all medicinal substances shall be restricted, as far as retail distribution is concerned, to pharmaceutical outlets. The Society has included this in the agenda of the deputation to Mr. Heath and can be assured of the support of all its members. We hope, however, that the matter will not rest there. It will have to be pursued, and forcibly. It must be realised that requests, however justified, are not as

effective as demands (justified or not) supplemented by "or else." Society any ideas in this direction? It is obvious that the Ministry would approve of fewer pharmaceutical units, and would be in favour of some form of limitation. The Society should, therefore, refuse all new applications from non-pharmacists for registrations of premises. The clash between profit and professional interests in corporate bodies is well exhibited in letters from P.P.A. members. Such divergence of policy can only harm the profession, and substantiates the opinion of most of our members that all pharmacies should be owned by pharmacists, or at least the pharmacist should have a controlling financial interest therein.

S. G. ASTBURY, Chairman,

Hanley, Staffs

A Minimum Charge

- I suppose that every retail pharmacist would agree that for a dispensed prescription, be it never so cheap in material, 2s. would be a sub-minimum payment. I wonder if it is generally realised that even part of the 2s. statutory charge handed over by the N.H.S. patient is, for a large number of prescriptions annually, deducted by the pricing bureaux, acting automatically on instructions. In my view an arbitrary "cut-price" pricing cut like that is not even negotiable, let alone acceptable. May I refer your readers to the Book Matthew (25, 29b): But from him that hath not shall be taken away even that which he hath.' It will be remembered that the victim of that unfortunate contretemps was the man who buried the talent that God had given him. He was the archetype of inertia, the skilled exponent of masterly inactivity. So are we pharmacists. But what is it that we "have

1. Adequate payment, of course, but

also Courage, resolution, power of

decision, etc. May I repeat? This sort of tyrannical pricing cut is not negotiable, but there answer. Our representatives should state clearly that, if it is not corrected in one month, we give six months' notice—not to quit the Service or to discontinue dispensing—but that, on any prescription for which we ultimately receive less than 2s., we charge the patient an extra 2s., give an EC57(2), encourage the patient to put in a claim for a refund, and add the remark, "We are sorry to do this, but the State refuses adequate payment on this prescription." Our representatives would state equally clearly, of course, that it is in no way an admission that 2s. is acceptable as a minimum pay-F. WARREN, ment.

Greenhithe, Kent [We cannot believe that the action our correspondent suggests is the right way to achieve the object he has in mind, or to avoid the danger he recognises exists.—EDITOR.]



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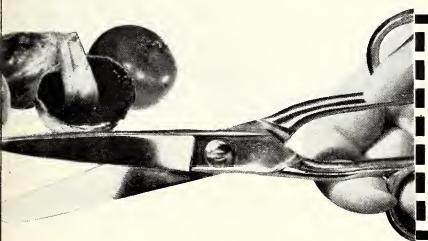
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Harry, Harry, Harry

EVIDENCE accumulates of an increasing doubt among Members of Parliament as to the wisdom of the Government's proposals to abolish resale price maintenance. The uncertainty derives not only from the reactions that followed immediately upon the original announcement by Mr. E. Heath, but increasingly from the pressure applied upon individual Members of Parliament by many agencies including—most tellingly many of their actual constituents. Whilst linking itself with the opposition to the Bill on a broad front, pharmacy has special arguments to advance in respect of medicines and medical or surgical appliances, and there are signs that the intensive education of M.P.s on the special aspects of pharmacy is beginning, the reason being the effective action taken by chemists both individually and through their organisations.

The decision of the Proprietary Articles Trade Association to publish the evidence that it submitted in 1963 to the Board of Trade departmental inquiry is an indication how strongly all sections of the industry feel about the high-handed, prejudged and discussionsuppressing manner in which the subject has been handled by the Minister for Industry and Trade, and especially his refusal to publish a White Paper on R.P.M. before introducing legislation. Too much praise for the splendid work of the Proprietary Articles Trade Association over the years would be hard to give, but we feel that now is even more the time for individual action. That is a view that gains support from the experience of members of the Leeds branch of the National Pharmaceutical Union who made the journey to the House of Commons on February 12 to lobby their local M.P.s (see p. 172). There is seldom a lessening of the flood of printed and duplicated propaganda material with which an M.P. is inundated, and if some of it receives but scant scrutiny that is understandable, however regrettable. What is more to the point is that it is the handwritten or sometimes badly typed letter from a constituent, and even more the personal call, that leaves the greatest impression on the people's representative. Those are the means (though we do not exclude good typing) by which the special case for pharmacy seems most likely to gain acceptance.

That Finchley chemists shared the view is clear from their meeting on February 14 (pp. 169 and 173), but they set in train another valuable vehicle of persuasion—a petition supported by a mass of signatures. They

are obviously not equipped to collect them nationally but they hope—and so do we—that perhaps the National Pharmaceutical Union will take over from the point at which all the local members in the Finchley area have added their names.

Individual letters, local deputations to M.P.s, and a petition—such threefold action needs to be replicated now in every constituency. Later, when the text of the Bill is published, the focus of activity can be changed from the local M.P. to those who, at the House of Commons, are to deal with the Bill at the Committee stage, when there will be the opportunity to try to ensure that all the necessary safeguards are written into the Bill.

Better and Safer Places of Employment

Most of the requirements of the Offices, Shops and Railway Premises Act, 1963 become effective on August 4. A Commencement Order (S.I. 1964, No. 191(C3)) (H.M. Stationery Office, price eightpence) published on February 18, also fixes May 1 as the first day on which occupiers are required to register their premises, and July 31 as the date by which that formality must be completed. With few exceptions the registration is to be carried out by the local authority from whom form OSR 1 should be obtained, and to whom it should be returned after completion. Premises in which it is intended to employ anyone after May 1 must be registered before employment begins, and application forms for registration are expected to be available from the enforcing authority during the latter part of April.

The definition of office premises is intended to have wide application, taking in offices that are part of a building used for other purposes (such as an office in a hospital, club or factory). The Ministry of Labour points out, however, that note-taking by persons employed in scientific work in a laboratory is permissible and would not normally bring the laboratory within the definition of office premises; the Act would, however, apply to an identifiable part of the laboratory if it were solely or principally used for "office purposes."

Shop premises includes "all shops in the everyday sense of the word," including places where goods are received for repair or other treatment. The definition also includes a building occupied by a wholesale dealer or merchant in which goods are kept for wholesale sale, irrespective of whether or not people resort to the building in order to purchase goods kept there. The definition thus covers most warehouses occupied by wholesale dealers or merchants, but specifically excludes warehouses forming part of a factory and dock warehouses covered by the Factories Act, 1961. Certain other premises that might otherwise be included within the scope of the Act are also excluded, the most important being places where self-employed people work or where the only persons employed are the immediate relatives (defined as husband, wife, parent, grandparent, son, daughter, grandchild, brother or sister) of the employer. If any other person is employed the business is covered by the Act, and the exemption for "relatives" does not apply if the employer is a limited company. Also exempted are places at which the total number of hours worked each week by all employees is not more than twenty-one.

The Act requires reasonable precautions to be taken against fire risks in all premises within its scope. A "fire certificate" relating to means of escape is neces-

sary in premises employing more than twenty people or in which more than ten people are employed at any one time other than on the ground floor. Applications for certificates must be made to the appropriate fire authority so soon as possible after May 1, and from August 1 it becomes unlawful to employ anyone in such premises unless a fire certificate has been granted or an application for one has been made. Means of escape must be properly maintained, kept free from obstruction, and clearly marked. A fire alarm must be installed and inspected or examined at least once every three months.

The general provisions of the Act include requirements that all premises shall be kept clean, have effective means of ventilation, suitable and sufficient lighting, sufficient lavatories and washing facilities and that all dangerous parts of machinery shall be securely fenced by a fixed guard or automatic safety device. Regulations regarding washing facilities are to come into force during 1965. Drinking water must be provided, floors, stairs, steps, passages and gangways must be soundly made, properly maintained, and kept free from obstruction, and open sides of staircases must have handrails.

The Act also lays down minimum standards of space in respect of each employee (40 sq. ft. and 400 cu. ft.)

and of temperature in rooms where people work (16° centigrade). The space standards do not apply to a room to which members of the public are invited to resort (for example most parts of a shop, although such rooms are subject to the general prohibition of unhealthy overcrowding). Premises in use for purposes covered by the Act on July 31, 1963 will not be subject to the numerical space standards until August 1, 1967. Premises not so used on July 31, 1963 must conform to the standards as from August 1.

Over a period all premises will be visited by inspectors appointed to enforce the provisions of the Act, but owners and occupiers are urged not to wait for their premises to be visited before taking action to bring them into line with the requirements: they will be legally responsible for complying with the requirements from the date the Act comes into operation. Anyone who may be in doubt whether his premises are affected may get advice from the appropriate authority. To assist those concerned the Ministry of Labour has published a general guide to the Act (H.M. Stationery Office and local employment exchanges, price 2s. 6d.), to which supplements (issued free) explain the regulations in preparation concerning sanitary conveniences, washing facilities, first aid and the like. The Act is estimated to affect over 8 million workers.

Onward from Galen SIDELINES OF CURRENT COMMENT

★ WHY PICK ON RETAIL? ★

UNDER that title Mr. W. H. A. C. Whyte contributed his comments on resale price maintenance and its relation to the public interest (C. & D., February 8, p. 130). An American speaker in the debate on the Quality Stabilisation Bill [a U.S. Federal measure aimed at remedying some of the worst effects of the abolition of resale price maintenance in that country] puts similar arguments in different words. In testimony directed to the Senate Commerce Committee Mr. Thomas M. Pelly (Washington Representative) provided the only answer to a series of questions, given here from the N.A.R.D. Journal:—

Do they pay a fixed rent? Price fixed.

Do they work for unionised wages? Price fixed.

Do they carry any insurance? Price fixed.

Do they travel by cab, bus, train or airplane? Price fixed.

Do they have a telephone? Price fixed.

Do they buy a magazine or newspaper? Price fixed.

Do they vote for a Congressman or Senator? His salary is priced fixed.

Do they farm? Here they are price fixed not to farm.

Do they borrow money at interest? Price fixed.

Do they pay taxes? Price fixed.

Do they have water in their homes? Price fixed.

Do they use electricity service? Price fixed.

Mr. Pelly winds up:—"You can add to this list as long as you want. Now why don't these critics admit this?"

★ TO LABEL OR NOT TO LABEL ★

THE pros and cons of labelling dispensed medicines with their actual contents were very well put, I thought, by Mr. H. S. Grainger (chief pharmacist at the Westminster Hospital, London), in a recent issue of the quarterly publication *The Broad Way*, issued by the Students' Union of the Hospital Medical School. After referring to "a considerable divergence of opinion" on the matter among doctors and pharmacists, Mr. Grainger said:—

TRADITIONALLY, only the instructions for taking or using the medicament have been given, and this has had the sanction of both professions for many years. Of late there has been an increasing tendency to ask for the name of the drug to be written on the label. Some prescribers go so far as to

insist that this is done in every case. It is not, as some have suggested, purely a predilection for mumbo-jumbo which causes some members of both professions to prefer the traditional practice in this matter. The public are already highly "medicine conscious" and the labelling of dispensed medicines can only increase this tendency and encourage self-medication. The further danger of the free distribution of drugs having C.N.S. action, such as the tranquillisers, amphetamines, barbiturates, etc., among irresponsible sections of the community is already well known and is causing anxiety to the police and other public authorities. There is at least some possibility that residues of such drugs, if labelled with their proper names, would the more readily find their way into undesirable channels.

A complication which affects the pharmacist more than the doctor is that tablets of the same substance supplied from different manufacturers may be different in appearance. The patient may naturally, but incorrectly, suspect that he is being given the wrong drugs. This leads to bad pharmacist-patient relationships and in the pharmacist's view this is every bit as

serious as bad doctor-patient relationships.

Routine labelling of medicines may be to the detriment of the latter also, since some drugs are surely prescribed for their placebo effect rather than for their measurable pharmacological action. The patient given a labelled bottle of aspirin in such circumstances is not likely to form a very high opinion of his treatment. Moreover, if full labelling becomes the routine practice, the absence of it in some instances will give rise to suspicion and may vitiate the intended placebo effect. On the other hand it must be recognised that there are dangers with many of the highly potent substances now in use. An intelligent co-operation between doctor and patient is necessary in many treatments. Where the patient is using several drugs simultaneously—such as in the cases of cardiac failure or hypertension, there is much to be said for instructing him in their correct use and in labelling them so that he knows which one is for which purpose.

that he knows which one is for which purpose.

This is, therefore, not a question of "all or none" nor of the modern against the ancient, the scientist against the witch doctor. The responsibility for the way in which the drug is to be labelled is the prescriber's and the decision should be a rational one which takes into consideration all the factors. Probably the best guide would be to retain the traditional practice except where the circumstances indicate that devia-

tion from it has distinct advantages.

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

MMEDIATE steps to secure pharmacists' participation in the Department of Agriculture's warble-fly eradication scheme during the coming year are being taken by the Council of the Pharmaceutical Society of Ireland in conjunction with the Irish Drug Association. Announcing that at the Council's monthly meeting in Dublin on February 11, THE PRESIDENT (Mr. D. J. Kennelly) said that a joint meeting of members of the Council and the I.D.A. on January 30 had discussed the whole question of Ruelene. The I.D.A. had been advised to contact the agents (Veterinary Supplies Co., Ltd.), and discuss with them the matter of distribution. A similar step was being taken with the manufacturers of Dyvan-in-oil. The ASSISTANT REGISTRAR (Mr. M. J. Cahill) read a letter dated January 29 from the Veterinary Supplies Co., Ltd., stating that, in September 1963, the Department of Agriculture had called a meeting of representatives of the manufacturers, farming organisations and their own officials to advise the Minister, who had desired that a programme for the eradication of the pest should be initiated. Among other matters discussed were the channels through which Ruelene should be made available. The company had insisted that they would make distribution only through veterinary surgeons and pharmaceutical chemists, and Department official had agreed. The Department had further requested that all veterinary surgeons, agricultural instructors and other personnel with whom the Department were in contact should encourage members of the agricultural community to co-operate in the scheme. The National Farmers' Association had assured the Minister of its support. Subsequently distribution had been made by the company only through veterinary surgeons and pharmaceutical chemists but the N.F.A., independently, had organised its members in selected areas to have all cattle treated. They had also obtained financial grants from commercial concerns and the Department of Agriculture apparently decided to work closely with veterinary surgeons in the selected areas. "It will be appreciated that we, as a firm, cannot control or dictate to national, independent agricultural organisations such as the N.F.A., and we would again categorically state and stress that in our desire to further the interests of pharmaceutical chemists we restricted supplies to veterinary surgeons and pharmaceutical chemists.

"As an organisation which has done so much in the interests of pharmaceutical chemists in the past few years, we feel we are being maligned unjustly and unfairly, and it is hoped that the Council, in the interest of pharmacy, will endeavour to right the injustice." It was agreed to refer the letter to a special committee.

Joint Meetings with Drug Association

MR. T. R. MILLER asked if it would be possible to have meetings with the Irish Drug Association every three months to discuss problems of mutual interest. THE PRESIDENT replied that that had been agreed in principle. MR. J. P. O'DONNELL suggested that now was the time to make plans so that pharmacists could be integrated into the eradication scheme in 1964. It was due to start in August and, unless plans were made in the next month or two, they would find themselves in the same position as in 1963. He recalled that the Department of Agriculture had earlier informed the Council of the meeting of interested parties from which the pilot scheme in Donegal had emanated. "But the one interested party who should have been invited was the pharmaceutical chemist and he was not. That was the whole cause of the confusion and, as a result, the pharmacist has been put in a bad light with the farming community." Mr. O'Donnell said that in the past, when pharmacists had been invited to co-operate with the Department, they

had gone out of their way to do so. MR. R. J. POWER favoured meeting the agents of the product and the N.F.A. and "not allowing things to drift." MR. O'DONNELL said he understood that already a ruling had been made that the Ruelene should be distributed through veterinary surgeons. MR. V. G. McElwee said that the services of Donegal pharmacists had been offered to the local farmers' association but, as the farmers were being supplied at cost, he did not see how the pharmacists could operate. It was finally agreed to arrange a meeting between Council members, the I.D.A. and the Ruelene agents. On the motion of MR. MILLER it was decided to protest to the Department on the fact that pharmacists had not been consulted regarding the operation of the scheme in 1963.

Veterinary Surgeons' Goodwill

THE PRESIDENT reported that, with Messrs. M. Power, R. J. Power, G. C. O'Neill and V. G. McElwee, he had met a group of veterinary surgeons recently to discuss matters of mutual interest. Both sides agreed that maintaining contact in the future would be to the mutual advantage of the professions. "We did not get down to serious business, and the discussions were mainly on a social level, he said. "It was tentatively arranged that we should meet again in Birr towards the end of the month on a date to be agreed." MR. R. J. Power said he had been conscious of a feeling of goodwill on the part of the veterinary surgeons during their meeting. They had stated that medicines used in animal treatment should be supplied only through veterinary surgeons or pharmaceutical chemists, and had mentioned that at present such products were available through co-operatives and other channels, and that hormones were freely available from wholesale sources. MR. MILLER congratulated the deputation on the good it had done for pharmacy.

The view was expressed by MR. O'DONNELL that pharmaceutical industries setting up establishments in the Republic should employ pharmacists as their representatives.

A draft constitution of the Post-graduate Education Committee submitted by Mr. Donal Boyd (director of the Committee) was approved by the Council after modification.

MR. R. J. SEMPLE (chairman) said they had had upwards of ninety applications, both from the Republic and from abroad, for their post-graduate education course. However, the Committee had been unable to decide whether the course should be available only to members of the Pharmaceutical Society of Ireland or whether other graduates should be allowed to benefit. Mr. Walsh said that some Committee members had felt that people on any register of the Society should benefit while others felt that the course should be restricted to pharmacists. It was agreed, however, to send copies to members overseas. Mr. R. J. Power asked whether, under the title "Post-graduate Education Committee," they could extend benefits to people not qualified. MR. O'NEILL thought it incompatible to allow anyone to do a course termed "post-graduate" who had not secured a final examination. Describing the course as excellent, Mr. MILLER thought it would be far too limited for students. It was a type of service being provided by the Society to members who had graduated, and they should be given it for £2. Anybody outside that category should be made to pay much more. In reply to Mr. M. J. Mulreany, THE PRESIDENT said the Society's graduates in 1964 would qualify for the course, but it would be necessary to amend the rules for that purpose. It would be wrong for the Committee, under the auspices of the Society, to give facilities to people not entitled to them. In reply to a further question from Mr. Mulreany, he said it was not intended to issue certificates. The Council decided that any person whose name had been added to any of the pharmaceutical registers by virtue of taking a course and passing the qualifying examination would be eligible to participate in the course The Council decided to ask the Commission on Higher Education to receive a deputation so that further oral evidence might be given.

(To be concluded)

Costs and Profits in the Health Service

FURTHER OBSERVATIONS BY TWO SPEAKERS

SPEAKING in London on February 7 on "Why Health Service Costs Rise" Mr. G. Teeling-Smith (director, Office of Health Economics) said that the conquests of diseases such as diphtheria and tuberculosis had brought savings to the National Health Service that had been spent on improving and extending the scope of medical care in other directions. With the general rise in costs, that was the principal cause of the rise in National Health Service expenditure, which had, however, kept in step with increased national income. Because the National Health Service accounted for 11 per cent. of all Government expenditure, it was understandably subject to scrutiny. Yet health expenditure in the United Kingdom had, during the past ten years, risen less rapidly than in most other countries. In 1962 Britain had spent about 4.7 per cent. of her national income on all forms of medical care, against 5.7

per cent. in the United States. £15 millions had been saved to the hospital services by the control of tuberculosis, and there were now 21,000 fewer patients in mental hospitals than in 1954. Those savings had been partly absorbed because a larger proportion of elderly and vulnerable people were now being kept alive. Prevention, as in the polio vaccination campaign, was more costly than treating persons who could otherwise have contracted the disease. Mainly, however, the savings had been spent on new treatments and techniques (antibiotics for chronic bronchitis; kidney graft operations). As new therapeutic methods became available, patients were more ready to come forward, and expected effective treatment from their doctor. With the development of new medicines and new techniques, a larger proportion of health service expenditure was being devoted to specific therapy (instead of palliative or custodial treatment). Even today between a third and one-half of N.H.S. expenditure went on items not directly related to the prevention or cure of disease. In the hospitals about £300 millions a year was spent on "house-keeping" expenses. including non medical salaries. That equalled the total combined expenditure on medical salaries, drugs and dressings both in hospital and general practice.

Ethics of Profit

In his address on "Profits and Ethics: The Marketing of Pharmaceuticals" (see C. & D., February 15, p. 146), MR. A. A. SMITH (Upjohn, Ltd.), made the following additional points.

Within a generation the pharmaceutical industry had been transformed by the revolution in medical science. It had itself been largely responsible for the revolution, which had necessarily changed the approach to marketing. The discovery of so-called "wonder drugs,"

powerful in effect, specialised in use, complex in structure and correspondingly more expensive to make and to buy, had propelled the industry into a prominent position on the national scene in Britain and many other countries. The pharmaceutical industry had placed itself squarely in the social sphere in a relatively short time, and its managers found themselves with a marketing problem influenced by the attitudes of both senior civil servants and interested politicians. The industry was perhaps unique in cutting so deeply into public policy. In Britain the situation was highlighted by the existence of a National Health Service.

Industry's Contribution Essential

Birth of the modern pharmaceutical industry might be placed in the mid-1930's, with the discovery of Prontosil. Penicillin had been discovered in 1929, but became available only as a result of a massive programme involving a number of large United States drug firms, who had evolved and developed large-scale production. A "veritable explo-sion" of new and more effective preparations had followed: streptomycin, the broad-spectrum antibiotics, corticosteroids, antihistamines, drugs for the treatment of mental disorders, vaccines and many other drugs. Seven or eight out of ten prescriptions written today could not have been written twenty-five years ago. In Britain, maternal deaths from puerperal sepsis had fallen from 650 in 1935 to four in 1961. Child deaths from pneumonia had dropped by 85 per cent. In twenty-five years, new drugs had saved the lives of 170,000 British people suffering from pneumonia. Before the 1939-45 war, more than 3,000 infants and children had died each year from diphtheria and scarlet fever; deaths from those causes were now about five each year. Tuberculosis had been brought under control (since 1948, when new anti-tubercular drugs were introduced, about 100,000 British lives were estimated to have been saved). In all, about 2,400,000 British people, three-quarters of them below pensionable age, were estimated to be alive today who would have died if the death rates of the early 1930's had persisted.

That had not been achieved by drugs alone. Better hygiene, better nutrition, and better medical practice had all made their contributions, but it could be said with confidence that new drugs and vaccines had been mainly responsible

The new drugs and vaccines, though largely due to the development of the industry, were in fact the results of joint research and development efforts of academic and commercial laboratories. Like penicillin, streptomycin had been found in an academic laboratory, but Waksman had been working on a

drug-company grant. All subsequent antibiotics have been discovered in the laboratories of pharmaceutical firms, and almost all in the United States. The discoveries had cost enormous sums of money, the research work demanding the co-operative efforts of many disciplines. A team once formed must be kept together and encouraged to have regular contacts and exchanges with other workers, both academic and industrial. To engage in any broad field of pharmaceutical research, a manufacturing firm must, it had been estimated, be prepared to invest on a continuing basis at least £1 million per annum, and major international houses were spending nearly £10 millions each per

With new regulations to comply with in most countries, the danger arose that new drugs might be denied access to the market. "Penicillin and aspirin would have a hard time today getting past new regulations. My own company now estimates that the cost of clinical trials for Food and Drug Authority clearance alone in the United States is \$300,000 for a single product." Fortunately much of the work could be used in other countries, so the expense could be spread. The industry had no quarrel with the principle that a Government should examine the research work before a product was marketed, but "politicians must remember that, if they make our research more expensive, then the price of drugs will be higher."

Use of Patents

The requirement was protection of the public, not control for its own sake. The "ethical" pharmaceutical firms could afford to engage in that kind of effort only because the rewards of success, like the costs and risks, could be substantial. They had relied upon patent protection for exclusive manufacturing and selling rights, so that they could secure a high rate of return on the successes, at least until the product was superseded or the patent ran out. Product obsolescence was high, and the most promising new drug might be succeeded by something better long before the cost of its development had been recovered.

Laboratory work of pharmaceutical firms extended well beyond the stage of first discovery. There had to be the closest liaison between research and development, on the one hand, and production on the other. Even the most extensive clinical tests could not reveal everything about the properties, effectiveness and side-effects that might emerge in practice. So development work had to cover constant reformulation in the light of information fed back from the medical profession. With that was associated an endeavour to bring down manufacturing costs.

There must also be meticulous

quality control in manufacture, and the manufacturer had to make sure that the doctor knew that of the product and how it should be used. There was nothing reprehensible in trying to secure the widest possible sale for a good product and to make sure it was properly used. Drug companies had to do so in order to justify their large outlay on research.

The spate of new discoveries and new developments had risen to its peak in the early 1950's, when in a dramatic marketing "explosion," the bigger drug firms had extended distribution of their products to as many as seventy or eighty countries. In doing so the industry had obviously used the most sophisticated techniques and marketing tools.

Outlay on Research

Annual outlay by the industry on research was estimated at around £150 millions, of which the United States might account for about £80 millions, the United Kingdom for £8 millions, Switzerland for £15 millions. spread of national health services had inevitably involved the private-enterprise drug industry in the politics of social medical services. Persistent criticism of the industry had been accompanied by actions that threatened to undermine it. Criticism that drug prices and profits were too high had prompted attacks on patent rights; on the sale of drugs under brand names; and on the expenditure on sales promotion and technical service to doctors. Since the thalidomide tragedy it had been said that measures to ensure drug safety were inadequate. The full facts about prices and profits were hard to come by, but a few pointers suggested that the accusations were unjustified. In Britain though the N.H.S. drug bill had risen steeply in terms of actual outlay, it had remained virtually stable as a proportion both of total N.H.S. costs (10-11 per cent.) and of national income (under 0.5 per cent.). "When one considers the large number of new and better drugs which have been steadily becoming available, this stability is quite remarkable." A study by the International Labour Office indicated that outlay per head was lower in Britain than in New Zealand, Holland, Belgium, Germany, United States, Italy and France. Against the general trend, drug prices had been falling, fifty leading branded drugs in early 1963 costing on average 12 per cent. less than three years earlier.

A recent check of major drug company reports showed, on average, a figure of about 13.6 per cent. profit-tocapital ratio for successful companies. His own company's return, world wide, was 14.7 per cent. for 1962. Perhaps a better ratio was profits to sales, and it had been shown that the American pharmaceutical industry averaged just over 10 per cent. in 1951-60. In a period of outstanding achievement in discovering and marketing new products, that did not seem grossly excessive. It was matched by many other industries. The pace of innovation had now slowed down, and a more sustained and expensive research effort would be needed to find cures for cancer, heart

mental illnesses. Averages masked wide variations between firms. Some were luckier than others in the innovation sweepstake. Any that did not make enough to put something by in a favourable period were unlikely to survive a lean one. Published accounts of several British drug firms showed falling profits over the past years. Allowing a fairly generous rate of, say, around 12 per cent. on sales, total profits on the industry's £60 million sales to the National Health Service were around £7 millions, half of which was retained for ploughing back. Was it worth risking a complete disruption of the industry's research and development effort by trying to take away some part of the £3 $\frac{1}{2}$ millions or so paid out to shareholders of the 200 companies? The direct impact on drug prices as a whole would be negligible; the indirect effect could be disastrous.

The most direct threat to continued innovation had been the Ministry's action in invoking Section 46 of the Patents Act, 1949, to import, from countries not recognising drug patents, certain drugs for use in National Health Service hospitals, incidentally at a saving of less than 2 per cent. of the drug bill. What could become even more harmful was pressure on general practitioners to prescribe standard drugs rather than those sold under brand names. It was bound up with objections to drug companies' expenditure on advertising to, and visiting, doctors to persuade them to prescribe proprietary preparations. If others who had not incurred the cost of research were allowed freely to make and sell preparations normally protected by patent, the originator would be unable to recover his research outlay. The British Pharmacopæia did not, and could not, lay down every detail that would ensure maximum effectiveness in use. Vital details such as crystalline structure, particle size, filler, capsule, package, and so on had often to be omitted. Excellence could not be attained by a set of rules. That approach was necessarily negative. Only the maker whose reputation was completely bound up with the performance of his product, has a positive incentive to strive for perfection.

Putting a Name to It

The "standard" preparation was anonymous. Somewhere along the line there was always the chance of something going wrong. Several authorities had drawn attention to the inadequate monitoring of "standard" drugs and prescriptions. In the pharmaceutical industry, quality control was not and could not be a matter of mere random sampling of the finished product or the independent testing of the occasional prescription. It must be part and parcel of the production process, and even pursued into the distributive field to make sure that the product stood up to its life on the shelf. The brand name of the good manufacturer was the only sure guarantee of reliability and top quality, and pressure on doctors to prescribe so-called standard equivalents was a retrograde step. It could well lead to a lowering of British medicine to a sub-standard position.

If complex preparations were to be properly and safely used, the fullest information about them must be available to doctors who prescribed them. That involved the opportunity for the doctor (and pharmacist) to have their individual questions answered by the manufacturer's medical department. The representative, calling on doctors (and pharmacists) was equally essential. Trained and briefed, he imparted to the doctor the essential information about the product in the most easily assimilated form. Oral information was backed by the technical brochure, including warnings of side-effects. All that saved the busy practitioner time and work and helped to keep him up to date in medical developments. In return the representative got from the doctor the results of his experience in using the company's products, and suggestions on how the products might be improved. Without that two-way com-munication the medical service would be far less effective and efficient.

Advertising's Place in the Scheme

The rôle of advertisng in building up a market in order to achieve the economies of scale was even more important in a field where the products tended to be rapidly superseded. For "ethical drugs, sales promotion and after-sales service had to be concentrated mainly on the medical profession. There were about 23,000 general practitioners. The amount of £7 millions a year, of which about £3 millions was the cost of maintaining 2,400 medical representatives, was less than 10 per cent. of sales, far less than in many other fields where innovation was less marked and the two-way communication need for hardly existed.

All responsible firms in the industry carried toxicity testing to the limits of scientific knowledge, but knowledge of human biology was, like medicine, still more art than science. Ironically thalidomide had been among the most carefully tested drugs ever. It could still be today a useful product and many sui-cides might have been prevented, but public emotion had ruled that it might no longer be used, even with due care. The approach of the Dunlop Committee was to provide additional safeguards against such a thing happening again but without, it was hoped, sericusly slowing down the clearance of new drugs for clinical use. In America a more formal approach had been adopted. The Food and Drug Administration had been given far-reaching new powers over testing, labelling and advertising, and already concern was being expressed in American medical and pharmaceutical circles about the serious delay in approvals. The British plan was the only voluntary one of its kind and great hopes rested upon it.

"A free competitive and inventive industry," concluded Mr. Smith, "has brought great progress-it will continue to make these contributions if allowed a competitive market and a fair return. The alternate will be a negative industry such as we see behind the Iron Curtain—a stagnant industry from which, so far as we can determine, there has not been a single therapeutic

advance in our life time.'

GUIDE TO NEW MEDICAMENTS

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 190.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

ALKERAN tablets and injection

MANUFACTURER: Burroughs Wellcome & Co. (Wellcome Foundation, Ltd.), 183-193 Euston Road, London, N.W.1.

DESCRIPTION: Pink, lacquer-coated tablets, each containing 2 mgm. or 5 mgm. of melphalan. Solution for injection containing the equivalent of 100 mgm. of melphalan in each vial. Cytotoxic agent,

INDICATIONS: Palliative treatment of multiple myeloma, seminoma of the testis, malignant melanoma and other malignant

conditions.

Contraindications: Neutrophil count of less than 1,500 per mil; concurrent radio-or chemotherapy; low platelet count.

Dosage: Orally: Adults, 2 mgm. to 35 mgm. daily up to a total of 150 to 200 mgm. Children, should not exceed 0.06 mgm. per kilo of body weight daily. Intravenously: Single doses of 1 mgm, per kilo of body weight repeated in eight weeks according to response. Regional Perfusion: 70 to 100 mgm. as a single dose repeated two or three times according to response.

PRECAUTIONS: Blood counts must be performed daily or weekly, as indicated by patient's response.

STORAGE: In a cool place, protect from light. The shelf life of the injection is three years from date of manufacture.

How Supplied: Tablets: In bottle of 100. Injection: In single vials of 100 mgm. (together with 1-mil ampoule of solvent and 9-mil ampoule of diluent).

SUPPLY RESTRICTIONS: P.I, S.1, S.4A. FIRST ISSUED: November 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

PERNAZENE spray

Manufacturer: Laboratoires Robert & Carriere, 1 Avenue de Villars, Paris 7. DISTRIBUTOR: Dales Pharmaceuticals, Ltd., Power Road, Chiswick, London, W.4.

Description: Nebuliser containing a colourless, isotonic, 0.05 per cent. w/v solution of thymol-oxy-methyl-2-glyoxalidene. Nasal decongestant.

INDICATIONS: Symptomatic treatment of coryza, hay fever, sinusitis, etc.

METHOD OF USE: Two or three sprays in each nostril several times a day, as necessary

Notes: The head should be kept straight and the nebuliser held vertically during administration.

How Supplied: In polythene squeeze-bottle of 12 mils. SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: October 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

PRENOMISER

Manufacturer: Benger Laboratories, Ltd., Holmes Chapel,

DESCRIPTION: Pressurised micro-aerosol delivering metered doses containing 0.1 mgm. of isoprenaline sulphate, B.P. Bronchodilator.

INDICATIONS: Bronchospasm associated with acute asthma. METHOD OF USE: One inhalation when required. The dose may

be repeated if necessary. How Supplied: As 20-mil aerosol container with mouthpiece and dust cap.

FIRST ISSUED: December 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

SOL-TERCIN tablets

Manufacturer: The British Drug Houses, Ltd., Graham Street, London, N.1

DESCRIPTION: White, round, flat, bevel-edged tablets. Each contains gr. 3 of phenacetin, gr. ½ of butobarbitone and gr. 5 of aspirin, in a soluble base. Analgesic compound. of aspirin, in a soluble base.

Dosage: Adults: One or two tablets, dissolved in water. STORAGE: Should be stored in a cool, dry place and dispensed in

airtight containers. How Supplied: In bottle of 100. SUPPLY RESTRICTIONS: P.I, S.1, S.4A.

FIRST ISSUED: December 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

GASTRILS antacid pastilles

MANUFACTURER: Smith & Nephew (Pharmaceuticals), Ltd., Bessemer Road, Welwyn Garden City, Herts.

DESCRIPTION: Sugar-coated, round, hard pastilles in two colours and flavours (green/mint; yellow/fruit). Each contains 0.5 gm. of aluminium hydroxide/magnesium carbonate codried gel in a sweetened and flavoured pastille base. Antacid.

INDICATIONS: Hyperacidity; peptic ulcer; gastritis; heartburn; œsophagitis, hiatus hernia.

DOSAGE: One or two pastilles to be sucked slowly or chewed when required, or as directed by the physician.

PRECAUTIONS: Diabetics should note that each pastille has a carbohydrate content of approximately 1.75 to 2 gm.

HOW SUPPLIED: Individually wrapped in packs of twenty-four (twelve mint and twelve fruit) and 240 (120 mint and 120 fruit).

First 1ssued: December 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

DAVENOL linetus

Manufacturer: John Wyeth & Brother, Ltd., Huntercombe Lane South, Taplow, Maidenhead, Berks.

Description: Orange-coloured linetus. Each teaspoonful (5 mils) contains 2 mgm. of carbinoxamine maleate, 4 mgm. of pholoodine, and 7 mgm. of ephedrine hydrochloride, in a tangerine flavoured syrup base.

INDICATIONS: Symptomatic treatment of all forms of cough. Dosage: Adults: One to two teaspoonfuls three or four times a day. Children: Up to one teaspoonful three or four times a day, according to age.

How SUPPLIED: In bottles of 4 and 40 fl. oz.

SUPPLY RESTRICTIONS: P.I, S.7. FIRST ISSUED: September 1963.

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SALAZOPYRIN-EN tablets

MANUFACTURER: Pharmacia (Great Britain), Ltd., Sinclair House, The Avenue, West Ealing, London, W.13. DISTRIBUTOR:
Savory & Moore, Ltd., 60 Welbeck Street, London, W.1.
DESCRIPTION: Yellow, enteric-coated tablets. Each contains

0.5 gm. of salicylazosulphapyridine. Sulphonamide.

INDICATIONS: Ulcerative colitis; non-specific colitis; regional enteritis.

CONTRAINDICATIONS: Colitis caused by putrefactive bacteria or amœbæ.

DOSAGE: Adults: Generally two tablets four to six times daily. Children (over seven years): One or two tablets three to six times daily; (five to seven years): Half to one tablet three to six times daily.

Notes: During the first three weeks of treatment, blood and urine should be checked weekly; later, once every two weeks. Fluid intake should be maintained at a level giving a diuresis of at least 1,000 mils in every twenty-four hours. How Supplied: In bottle of 100.

SUPPLY RESTRICTIONS: P.I, S.4B. FIRST ISSUSD: December 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

SALMOCID tablets

Manufacturer: Ed. Geistlich Sons, Ltd., Wolhusen, Switzerland. Distributor: Geistlich Sons, Ltd., 18 Melrose Avenue, Chester.

DESCRIPTION: White tablets, each containing 0.5 gm. of polyoxymethyleurea (polynoxylin).

INDICATIONS: Pre- and post-operative sterilisation of the gastrointestinal tract, including the bowel; ulcerative colitis; bacterial diarrhea and other conditions where antibactericidal

action, without absorption, is desired. Dosage: See manufacturer's literature How Supplied: In bottles of fifty and 250.

FIRST ISSUED: December 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

DIMOTANE expectorant DC

MANUFACTURER: A. H. Robins Co., Ltd., Foundry Lane, Horsham, Sussex.

DESCRIPTION: Dark red liquid containing in each 5 mils: 2 mgm. of brompheniramine maleate; 100 mgm. of guaiphenesin; 5 mgm. of phenylephrine hydrochloride; 5 mgm. of phenyl-propanolamine hydrochloride, and 1.8 mgm. of dihydrocodeinone bitartrate.

INDICATIONS: Allergic conditions affecting the respiratory tract. DOSAGE: Children: Half to one teaspoonful three or four times a day. Adults: One to two teaspoonfuls four times a day, or more as indicated.

PRECAUTIONS: Should be administered with caution to patients with cardiac or peripheral vascular disease, and hyperthyroidism.

How Supplied: In bottle of 16 fl. oz.

SUPPLY RESTRICTIONS: Dangerous Drugs Act.

First Issued: November 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

LIDOTHESIN antiseptic gel
MANUFACTURER: Willows Francis, Ltd., Ashley Works, Ashley
Road, Epsom, Surrey. DISTRIBUTOR: Willows Francis, Ltd., 73 Shacklewell Lane, London, E.8.

DESCRIPTION: Colourless sterilised gel containing 1 per cent. w/v of lignocaine hydrochloride (150 mgm. in 15-mil dose), together with 0.25 per cent. v/v of chlorhexidine gluconate solution B.P. It is presented in a water miscible, lubricant base. Surface anæsthetic and antiseptic.

INDICATIONS: Primarily, the induction of urethral and vaginal anæsthesia; also as a surface anæsthetic by application to

mucous epithelia.

METHOD OF USE: Adults: Up to 15 mils should be injected urethrally using plastic applicator nozzle provided. Smaller quantities in other painful conditions of the mucous epithelia. How Supplied: In tube of 15 mils, with applicator.

First Issued: September 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

KERECID solution

Manufacturer: Smith Kline & French Laboratories, Ltd.,

Mundells, Welwyn Garden City, Herts.

DESCRIPTION: Colourless, aqueous, 0.1 per cent. w/v solution of idoxuridine. Antiviral agent.

INDICATIONS: Herpes simplex keratitis.

METHOD OF USE: Initially, one drop should be instilled into the eye every hour during the day, and every two hours at night.

SIDE EFFECTS: Side effects are stated to be rare, but pain, irritation, inflammation and ædema of the eye or lids have been reported.

STORAGE: Should be stored between 8-20° C. Expiry date: One year after date of manufacture.

How Supplied: In bottle of 15 mils.

FIRST ISSUED: September 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

PENTOVIS capsules

Manufacturer: William R. Warner & Co., Ltd., Chestnut Avenue, Eastleigh, Hants.

DESCRIPTION: Green soft-gelatin capsules each containing 0.25 mgm. of 3-cyclopentyloxyæstra-1:3:5(10)-triene- 16α :17 β -diol in solution in sesame oil.

Oral æstrogenic compound.

Post-menopausal vaginitis; vaginal and vulval lesions arising from post-menopausal estrogen deficiency.

Notes: Pentovis is intended specifically for the treatment of post-menopausal vaginitis and associated local conditions. It should not be expected to produce a response in the other conditions for which æstrogens are used.

Dosage: One capsule twice a day. (It is desirable to treat patients initially for fourteen days; treatment may be continued for longer periods, as necessary, or repeated from time to time).

How Supplied: In bottles of thirty and 250.

SUPPLY RESTRICTIONS: P.I, S.4B. FIRST ISSUED: October 1963.

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DEXA-RHINASPRAY aerosol

Manufacturer: Boehringer Ingelheim, Ltd. Middlesex. DISTRIBUTOR: Pfizer, Ltd., Sandwich, Kent.

DESCRIPTION: Aerosol delivering in each metered dose: 0.12 mgm. of 2-(5,6,7,8-tetrahydro-1-naphthylamino)-2-imidazoline hydrochloride, 0.02 mgm. of dexamethasone-21 pyridine-4carboxylate, 0.10 mgm. of neomycin sulphate.

Decongestant, anti-inflammatory and antibacterial agents.

INDICATIONS: Allergic rhinitis.

CONTRAINDICATIONS: Known sensitivity to any constituent.

METHOD OF USE: One metered dose into each nostril up to Not recommended for six times in twenty-four hours. children below the age of five years.

SIDE EFFECTS: Slight burning sensation in the nose, with sneezing, has been reported.

PRECAUTIONS: Should not allow to enter the eyes since conjunctivitis might be so caused.

How Supplied: In vial of 9 gm. (representing about 125 metered doses), with nasal applicator.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

FIRST ISSUED: November 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

FOLAEMIN tablets

Manufacturer: Riker Laboratories, Morley Street, Loughborough, Leics.

DESCRIPTION: Pinkish-buff sugar-coated tablets. Each contains 350 mgm, of iron aminoates (equivalent to 35 mgm, of elemental iron) and 50 μ gm, of folic acid. Hæmatinic.

INDICATIONS: Prophylaxis and treatment of anæmia of pregnancy due to iron deficiency and folic acid deficiency.

CONTRAINDICATIONS: Hypersensitivity to iron or folic acid. Dosage: One tablet three times daily, preferably between meals.

How Supplied: In bottle of 100. FIRST ISSUED: November 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

PAEDIATRIC ASILONE granules

MANUFACTURER: Berk Pharmaceuticals, Ltd., 8 Baker Street, London, W.1.

DESCRIPTION: Cream coloured granules. Each gm. contains 100 mgm. of activated polymethylsiloxane in a sweetened absorbent base. Antifoaming agent.

INDICATIONS: Digestive troubles in the new-born and in infants; abdominal distension.

Dosage: One measure $(\frac{1}{2}$ gm.) should be given before each feed or meal. (See manufacturer's literature.)

How Supplied: In jar of 50 gm., with plastic measuring spoon. SUPPLY RESTRICTIONS: Recommended on prescription only. prescription.

FIRST ISSUED: September 1963.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, February 22, 1964

URACIL MUSTARD capsules

MANUFACTURER: Upjohn, Ltd., Fleming Way, Crawley, Sussex. Description: Blue and yellow capsules, each containing 1 mgm. of uracil mustard. Anti-mitotic agent.

INDICATIONS: Chronic lymphatic leukæmia; chronic myelogenous leukæmia.

CONTRAINDICATIONS: Severe leukopenia or thrombocytopenia.

Dosage: See manufacturer's literature.

SIDE EFFECTS: Nausea; depression of bone marrow function. Blood counts should be taken at regular intervals.

How Supplied: In bottle of fifty. SUPPLY RESTRICTIONS: P.I, S.1, S.4A. FIRST ISSUED: September 1963.

AMENDMENTS

COSCOPIN LOZENGES: Now discontinued (February 1964). DIJEX TABLETS: Now also available in pack of 25 (February 1964).

ERYTHROCIN GRANULES: Now known as Erythroped (February

Fentazin injection: 2-mil ampoule discontinued (January 1964). HYDROCORTISYL SKIN SPRAY: Now metered to deliver a measured dose lasting 0.3 sec. Each 30 mil pack contains 100 mgm. of hydrocortisone as a micronised powder (February 1964). MODITEN TABLETS: 0.25 mgm, tablets discontinued (February

1964).

MYSTECLIN-F PÆDIATRIC DROPS: Now discontinued (January 1964).

TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

London, February 19: The most important feature of the Crude Drugs market was that provided by Brazilian MENTHOL which added about one shilling per lb. to the previous week's values.

The scarcity of direct shipment offers made it difficult to arrive at a market value, but it was obvious that a number of resellers were willing to do business at appreciably under first-hand sellers. Cape ALOES continued to maintain its firm tone, but the Curação was easier by 10s. per cwt. Cocillana Bark was down by one-penny per lb. and CASCARA for shipment by 5s. per cwt. Supplies of GENTIAN ROOT have become scarce on the spot and remaining supplies were quoted from 170s. to 180s. per cwt., some holders having sold out at 160s. ELEMI jumped sevenpence per lb. to 1s. 11d. on the spot, in the absence of offers for shipment. East Indian NUTMEGS were dearer for shipment by threepence to fourpence per lb. according to grade. QUILLAIA values were lower by 10s. per cwt. Mancha SAFFRON was quoted at 240s. per lb., on the spot, a rise of 20s. per lb. with further increases expected. SARSAPA-RILLA was also difficult to find on the spot. So far the emergency in Turkey has not affected prices of commodities from that country, in fact STYRAX for shipment was reduced by ninepence per lb. Among Waxes, prime yellow Car-NAUBA was marked up by 30s. per cwt. GUM ACACIA was dearer by 2s. 6d. per cwt. following a rise of 5s. for shipment.

In ESSENTIAL OILS, Formosan CITRO-NELLA was quoted at 6s. per lb. in-bond against 6s. $4\frac{1}{2}d$., although the shipment rate was virtually unchanged. Brazilian PEPPERMINT was threepence dearer at 6s. 9d. per lb.

Among PHARMACEUTICAL CHEMICALS. the price of ACETIC ACID has been reduced for bulk loads, but where the quantity taken is small, the price has risen slightly for all grades.

Pharmaceutical Chemicals

ACETIC ACID.—Per ton, in bulk: B.P.C. glacial £80 to £84; 98–100 per cent. £76 to £80. Technical 80 per cent. grades: Pure £70 to £74, technical, £64 to £68. Small lots B.P.C., 5-gall, demijohn, 16s. per gall.; 10-demijohns, 11s. per gall.

ACETYLSALICYLIC ACID. — One-ton lots, 4s. $0\frac{1}{2}$ d. per lb.; 5-cwt., 4s. 5d.; 1-cwt.,

ALOIN. — Micro-crystalline, 14-lb. lots, 34s. per lb.

AMIDOPYRIN. — Per lb. 16s. 8d. for 5cwt. lots; 1-cwt., 17s. 5d.

p-Aminosalicylic ACID. SODIUM. 17s. 6d. per kilo for 1,000-kilo lots.

AMYLOBARBITONE. — B.P.C. is 76s. per kilo for less than 25-kilo lots. Sodium is 10s. per kilo more.

Atropine. — Per oz. for 16-oz. lots: xaloid and methonitrate, 39s.; ALKALOID and METHONITRATE, 39s.; METHYLBROMIDE, 38s. 6d.; SULPHATE, 34s. (1,181s. for 1-kilo).

BARBITONE. — SODIUM derivative 56s. 9d. per kilo for less than 25-kilo lots.

BENZOIC ACID.—One cwt., 2s. 10d. per lb.; and Sodium salt, 2s. 8d. per lb.

BUTOBARBITONE. - B.P.C., 80s. per kilo for 25-kilo lots and over.

CITRIC ACID.—Domestic powder, in kegs, per cwt. 1–4 cwt. lots, 224s.; 5–19 cwt., 223s.; 1 ton, 222s. Crystals plus 10s. cwt. ANHYDROUS powder and granular plus 10 per cent. All less 7s. cwt. if packed in

COCAINE. — 16-oz. lots hydrochloride, 91s. 6d. per oz.; Alkaloid, 101s. per oz. Subject to D.D.A. Regulations.

CYCLOBARBITONE.—Under 25 kilos: B.P., 73s. per kilo. CALCIUM, 80s. per kilo.

GALLIC ACID.—B.P., 10s. 6d. per lb. for 2-cwt. lots. Technical grade 9s. 9d.

HEXOBARBITONE. — 25-kilo lots or over, 115s. per kilo.

HYDROCHLORIC ACID.—B.P., 50s. per cwt. in carboys.

— B.P.C., Hypophosphorous acid. — B.P.C., Drums, 15s. 5d. per kilo; 50 per cent., Hypophosphorous

Lactic acid. — B.P. 4s. 5d. per lb. for 12-winchester lots and 4s. for 5-cwt. lots. Edible, 80 per cent. acid, 2s. 4d. per lb. for under 1-ton lots: 12 winchesters, 2s. 8d. per lb.

Mandelic acid.—One-cwt. lots, 12s. 6d. per lb. Calcium salt also 12s. 6d. Sodium mandelate, 13s. and Ammonium MANDELATE 50 per cent. solution, 7s. 6d.

METHYL PHENOBARBITONE.—B.P.C., 78s. per kilo for less than 25-kilo lots.

OLEIC ACID.—B.P. grade, £181 10s. per ton. Small lots, 22s. 3d. per gall.

OPIATES. — Home trade prices (per oz.) subject to D.D.A. Regulations:—

		35 oz. and over	Under 35 oz.
CODEINE	_	s. d.	s. d.
ALKALOID		54 0	55 0
HYDROCHLORIDE		47 3	48 3
PHOSPHATE		41 0	42 0
SULPHATE		47 3	48 3
MORPHINE			
ACETATE		50 0	51 0
ALKALOID		61 3	62 3
HYDROCHLORIDE		50 0	51 0
SULPHATE		50 0	51 0
TARTRATE		60 0	61 0
ETHYLMORPHINE			
ALKALOID		63 3	64 3
HYDROCHLORIDE		54 0	55 0
DIAMORPHINE			
ALKALOID		59 9	60 9
HYDROCHLORIDE		54 9	55 9

Oxalic acid.—Manufacturers' rates for 1-ton lots, £128 per ton.

PETHIDINE HYDROCHLORIDE.—Subject to D.D.A. Regulations, 5-kilo lots, 300s. per kilo.

PENTOBARBITONE.—25-kilo lots and over are 107s. 6d. per kilo.

PHENOBARBITONE. — Spot rates 50-kilo lots, 47s. 6d. per kilo; less than 25-kilos, 50s. 6d. Sodium salt, 55s. 6d. per kilo for less than 25-kilo lots.

Pholcodine.—8-oz. lots, 95s. 9d. per oz. (3,377s. per kilo).

PHOSPHORIC ACIDS. — B.P. (s.g. 1.750) is from 1s. 4d. to 1s. 8d. per lb. as to quantity. B.P. 1914, 1s. 2d. to 1s. 6d. per

PHTHALYL SULPHATHIAZOLE. - Five-kilo lots, 31s. per kilo.

QUINALBARBITONE.—Sodium salt is 110s. per kilo for 25-kilos and over.

Salicylic acid.—One-cwt., 3s. $4\frac{1}{2}d$. per lb.; 5-cwt., 3s. 2d. per lb.

SODIUM ACETATE.—B.P.C. 1949, 50-kilos, 4s. $0\frac{1}{2}$ d. per kilo. Sodium benze BENZOATE. — One-ton

2s. $7\frac{1}{2}$ d. per lb.; 1-cwt., 2s. $9\frac{1}{2}$ d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags £19 3s, per ton for 8-ton lots.

SODIUM BROMATE. — One-cwt., 9s. 9d.

SODIUM CARBONATE.—(Per cwt.). B.P.C. exsiccated, 1-cwt., 80s.; 5-cwt., 75s.; 1-ton, 70s.

SODIUM CHLORIDE. - Vacuum dried. 172s. 9d. per ton in paper sacks for 6-ton lots, delivered London.

Sodium cyclamate, — Fifty-kilo lots offered at 13s, 6d, per kilo in free packages, delivered.

SODIUM FLUORIDE. - B.P.C., 1934, 50kilo kegs, 8s. 7d. per kilo.

SODIUM HYDROXIDE. — FLAKE, £36 15s. er ton in 8-ton lots. STICKS, B.P., 10s. 10d. kilo in 5-kilo tin.

SODIUM METABISULPHITE. — B.P., £48 17s. 6d. per ton. Commercial grade. less 10s. per ton.

SODIUM NITRITE.—B.P.C. 50-kilo kegs, 5s. 8d. per kilo.

SODIUM PERBORATE.—(Per ton). HYDRATE (minimum 10 per cent, available oxygen) £142 5s, in 1-cwt, kegs; £134 15s, in 1-cwt, bags; PERBORATE MONOHYDRATE (minimum 15 per cent, available oxygen) is £309 15s.

Sodium percarbonate. — (Per ton) £173 15s. in kegs (bags £7 10s. per ton lower) for minimum 12½ per cent, available oxygen.

SODIUM PHOSPHATE. — B.P. (di-) $6\frac{1}{2}$ d. per lb.; ACID, B.P., 6s. 1d. per kilo.

Sodium salicylate. — One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt. 4s.

SODIUM SULPHATE. — B.P. from £30 to £35 per ton as to crystal, B.P. exsiccated about £66 per ton.

Sodium sulphide.—In 1-ton lots: Solid. £41 2s. 6d.; broken, £42 2s. 6d.; flake. £43 12s. 6d.; crystals, £31.

Sodium Sulphite. — Four-ton Commercial crystals, £27 to £28 10s container; photo. quality, about £31 per ton.

Sodium Thiosulphate. — Photographic crystals in paper-lined bags, £38 per ton.

STRYCHNINE. — 100-oz. lots; ALKALOID, 12s. per oz.; SULPHATE and HYDROCHLOR-IDE, 10s. 6d.

Succinyl sulphathiazole. — Five-kilo lots, 38s. 6d. per kilo.

Sulphacetamide. — 50-kilo lots, 54s. per kilo; sodium, 66s. 2d.

SULPHADIAZINE.—Five-kilo lots, 65s. per kilo; 50-kilo lots, 60s.

SULPHADIMIDINE. — 50-kilo lots are 40s. per kilo.

Sulphaguanidine. — 100-kilo lots, about 19s. 6d. per kilo.

SULPHAMETHIZOLE, – Per kilo. – 5-kilo lots, 100s.; 50-kilos, 95s.

SULPHANILAMIDE.—50-kilo lots, 12s. 8d.

SULPHAPYRIDINE. — Five-kilo lots, 120s. per kilo.

Sulphathiazole, — 100 kilos, 32s. per kilo; 50 kilos, 33s.

SULPHURIC ACID.—Ninepence to 1s. 2½d. per lb. in winchesters.

TANNIC ACID.—The B.P. fluffy, 8s. 3d.

per lb. (5-cwt. lots).

Tartaric acid. — (In kegs): 1-ton lots. 275s. per cwt.; 5-19 cwt., 281s.; 1-4 cwt., 284s. Bags 8s. cwt. less. Crystals 7s. per cwt. more than powder and granûlar.



Time and again doctors have listened to complaints of discomfort and gastric upset from patients undergoing treatment for iron-deficiency anaemia. The reason—iron intolerance; the cause—the action of the usual ferrous sulphate tablets resulting in unpleasant side effects. But ferrous sulphate is probably the most efficient form of iron; and as you know, it should be taken on an empty stomach for maximum effect. How then to reduce or prevent discomfort in anti-anaemia therapy?

IRON IN TIMED RELEASE

From Abbott comes the answer—the Ferro-Gradumet, the one-a-day oral haematinic in a plastic matrix that slowly leaches out its full day's dose of ferrous sulphate (525 mg, equivalent to 105 mg of elementaliron) in a predetermined pattern over a number of hours; and, thanks to its unique GRADUMET presentation, does not disintegrate in the stomach, where ferrous sulphate is most irritant and least well absorbed. Here at last is an efficient treatment for iron-deficiency anaemia that permits a day's requirements of iron to be taken in a single tablet, pleasantly and with a minimum of side effects.

FERRO-GRADUMETS are supplied in bottles of 30 or 100 tablets each containing 525 mg ferrous sulphate (in exsiccated form), equivalent to 105 mg elemental iron.

SAMENT IS NO. 1

GROWING MARKET

SLIMWING

- ★ Continuous advertising at very high frequency to attract new customers.
- ★ All-the-year-round demand by regular users.
- ★ Sales not affected by fashions in slimming diets.
- ★ Good profit margin on quick turnover.
- ★ Chemists recognise the importance of full support for this chemists-only product.

HERE'S A CONVENIENT STANDARD PARCEL

which will probably meet your requirements in the right proportions. This order will sell for £18, showing you a clear profit of £6. 'SAXIN' is not subject to P.T.

72 Tubes 1/6d. 'SAXIN' tablets (in	
display outers of 24) cost	£3.12.0
48 Tubes 2/9d. 'SAXIN' tablets (in display outers of 24) cost	4. 8.0
12 Tubes of 6/6d. 'SAXIN' tablets (in display outers of 6) cost	2.12.0
12 Bottles of 3/6d. 'SAXIN' Solution (in display outers of 6) cost	1. 8.0
Total cost of order:	£12. 0.0





BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

Crude Drugs

ALOES.—Primes, 245s. to 250s. per cwt. spot. Extra primes 245s., c.i.f. for shipment. Curação, spot, 300s.; shipment, 295s., c.i.f.

Anise. — Chinese star, 165s. per cwt. spot, duty paid; f.a.q. for shipment, 117s.,

BALSAMS. — Per lb.: Canada: Spot 19s. 6d. to 23s. 6d. Copaiba: B.P.C. grade 9s. Peru: Spot, 9s. duty paid. Tolu: B.P., from 10s. 6d. to 30s.

Belladonna. — Herb, 2s. 5d. per 1b. ROOT, 1s. 7d. per lb.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CALUMBA ROOT.—Spot cleared. Shipment offers of new crop awaited.

Cardamoms.—Aleppy greens, 9s. 3d. to 9s. 10d. spot; shipment best grade, 10s. 8d., c.i.f. Seeds, spot, 12s. 9d.; shipment, 12s. 3d., c.i.f.

Cascara. — Spot, 250s. per cwt.; shipment, 235., c.i.f.

CASSIA.—Fistula, 105s. per cwt. landed: lignea (whole), for prompt shipment, 190s., c.i.f.; selected broken, 180s., c.i.f.

CHAMOMILE.—" Roman " type, 14s. per lb.; German type, 7s.

CHILLIES. — Zanzibar, nominally 225s. per cwt. spot; shipment, not quoted. Mombasa spot, 175s.; shipment, 162s. 6d.,

CINCHONA. — Parcel of San Thome chips, t.a. 7.03 per cent., 1s. 7d. to 1s. 8d. lb. ex wharf. Ledgeriana difficult to obtain.

CINNAMON. — QUILLS, Ceylon (per lb., c.i.f.): 4 O's, 7s. 7d.; single O, 6s. 11d.; quillings, 4s. 6d. BARK, Seychelles, 90s. cwt. spot.

CLOVES. — Zanzibar spot, 2s. 11d. per lb. standard grade; shipment, 2s. 7d., c.i.f.

COCHINEAL.—Canary Isle Black brilliant 65s. per kilo; silver-grey, 20s. per lb. nominal. Peruvian silver-grey, 14s. nominal.

Cocillana.—Bark 1s. 9d. per lb. on the

ELEMI.—Spot, 1s. 11d. per lb.; shipment, not offering.

GENTIAN. — French or Spanish root scarce at 170s, to 180s, per cwt. spot; no shipment offers.

GINGER.—(Per cwt.) African, spot, 255s. per cwt.; new crop, May-June, 235s., c.i.f. Jamaican No. 3 spot, 775s.; new crop February-April, 650s., c.i.f. Cochin, new crop for February-March shipment offered at 265s., c.i.f.

Gum Acacia. — Kordofan-cleaned sorts, 162s. 6d. per cwt., spot; March-April shipment, 154s., c.i.f.

IPECACUANHA.—Matto Grosso for shipment, 68s. 6d. per lb., c.i.f. and spot, 70s. Spot Colombian, 72s. 6d.; Costa Rican, 96s., c.i.f.; 98s., spot.

LIQUORICE. — Natural root: Russian 65s. per cwt.; Anatolian, 57s. 6d.; Anatolian decorticated, 170s. Block juice: Anatolian, 210s. per cwt.; Italian stick from 400s. to 475s. per cwt.

MENTHOL.—Chinese: spot, 27s. 6d. per-lb duty paid; February—March shipment, 25s., c.i.f. Brazilian, 22s. to 23s., in bond, as to grade; shipment from 22s. to 23s. 6d. as to grade and seller.

NUTMEGS. — West Indian spot, 80's, 9s. 3d. per lb. nominal; defectives, 6s. 9d. East Indian for shipment: 80's, 7s. 11d. per lb.; 110's, 7s. 10d.; b.w.p., 4s. 9d., all c.i.f.

Nux vomica.—Cochin, 75s. per cwt. on the spot; shipment, 47s. 6d., c.i.f.

Orange peel. — Spot: Sweet ribbon, ls. 8d. per lb., bitter quarters: West Indian, 10½d.; Spanish, 1s. 6d.

PAPAIN.—E. African for shipment, 35s.,

PEPPER.—White Sarawak spot, 3s. 1d. to 3s. 3d. per lb.; prompt shipment, 3s. 0½d., c.i.f. Black Sarawak spot, 2s. 6d.; shipment, 2s. 4d., c.i.f. Back Malabar, 320s. per cwt. spot nominal; shipment, 262s. 6d., c.i.f.

PIMENTO. — Spot quoted at 714s. per cwt.; shipment, 580s., f.o.b.

Podophyllum.—Spot per cwt.: *Emodi*, 230s.; shipment, 215s., c.i.f.; *Peltatum*, 365s., spot.

waxed, 25 per cent. pyrethrins, 69s. to 65s. 6d. per lb.; pale 82s. 6d. to 79s.; crude oleoresin, 60s. 6d.

Quassia.—Spot, 57s. 6d. per cwt.

QUILLAIA. — Spot, 120s. per cwt.; shipment, 100s., c.i.f.

Rhubarb.—Chinese spot cleared; small parcel of 80 per cent. pinky, 15s. 6d. per ib. landed.

SAFFRON. — Mancha superior, 240s, per lb., spot.

SARSAPARILLA. — Jamaica native red spot, 3s. per 1b. nominal; shipment, 2s. 9d., c.i.f., nominal.

SASSAFRAS. — Brazilian is from 2s. 6d. per lb., duty paid.

per lb., duty paid.

SEEDS. — (Per cwt.)—Anise.—Spanish, 265s., duty paid. Caraway.—Dutch, 165s., duty paid. Celery. — Indian on spot, 145s.; shipment, 138s., c.i.f; new crop for June-July, 140s., c.i.f. Coriander.—Moroccan 56s., duty paid; shipment, 48s. to 50s., c.i.f., quoted. Cumin. — Iranian, 220s. and Moroccan, 210s. both duty paid; shipment Moroccan quoted at 185s., c.i.f. Dill.—Indian, 80s., spot; shipment, 70s., c.i.f. Fennel.—Indian, 125s. to 130s., spot, as to quality; shipment, 115s., c.i.f. Fenugreek. — Moroccan, 48s. 6d., duty paid; shipment, 36s. 6d., c.i.f. with business passing. Mustard.—English, 45s. to 70s., according to quality.

Senega.—Spot root (washed), 21s. 6d.

SENEGA.—Spot root (washed), 21s. 6d. per lb.; afloat parcel (f.a.q.) offered at 20s, 6d. per lb. landed.

SENNA. — (Per lb.) Tinnevelly LEAVES, spot: Prime No. 1, 2s. 3d.; prime No. 2, ls. 9d.; No. 3, f.a.q., 1s. 3d. Pods: handpicked. Tinnevelly quoted at 3s. 1½d. ex wharf. Alexandria pods: Scarce with only small lots of handpicked at 6s. and many small lots of hand-picked at 6s, and manufacturing at 2s. 6d.

SHELLAC. — F.O.T.N., 185s. per cwt., No. 1, 192s. 6d.; F.O., 210s. to 270s.

SLIPPERY ELM BARK. - Spot 3s. 4d. to 3s. 6d. per lb.

SQUILL.—Italian, spot, per cwt., 200s. nominal; Indian 90s.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

STYRAX. — Spot, 19s. 3d. per lb.; shipment. 18s., c.i.f.

Tonquin Beans.—Para spot, 5s. 4d. per lb.; shipment, 4s. 10½d., c.i.f.; Trinidad, 6s. 6d., spot.

Tragacanth.—No. 1 ribbon about £190 per cwt. No. 2, £180, spot.

TURMERIC.—Madras finger, spot, quoted at 165s. per cwt.; new crop March-April shipment, 132s. 6d., c.i.f.

Valerian root. — Spot: East European, 175s. per cwt.; Indian, 175s. Shipment: Continental, 172s. 6d. to 214s., c.i.f.

Vanillin.—Rates (per lb.) are now: 5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d. 56-lb., 22s.; small quantities, 22s. 6d.

Waxes. — (Per cwt.): Bees'.—Dar-es-Salaam, spot, 435s.; shipment, 415s., c.i.f. Sudanese, spot, 375s., in bond; shipment, 362s. 6d., c.i.f. Candelilla, spot, 465s.; forward, 460s. landed. Carnauba, fatty grey spot, 290s.; shipment, 265s. c.i.f. grey, spot, 290s.; shipment, 265s., c.i.f.; prime yellow, spot, 750s.; shipment, 680s.,

WITCH HAZEL LEAVES.—Spot quotations are 2s. 6d. per lb.

Essential and Expressed Oils

Amber.—Rectified on the spot, 1s. 6d. per 1**b**.

BAY. — West Indian about 25s. per lb. on the spot.

BERGAMOT.—Spot about 86s. per lb.

BIRCH TAR.—Rectified, 8s. per lb. Bois DE Rose.—Brazilian, 20s. 6d. lb. on the spot; shipment, 20s., c.i.f.

CAMPHOR, WHITE. — Chinese, 2s. 6d. duty paid, per lb.; shipment, 1s. 10d., c.i.f.

Caraway.—Imported oil, 36s. to 40s. per lb.; English, 60s.

Cassia.—Spot, 35s. per lb.

CASTOR.—Home produced B.P. oil, spot, £140 per ton naked ex mill (2-ton lots).

CEDARWOOD. — Rectified 6s. per lb. on the spot.

CELERY SEED. — Quotations are from 116s. per lb.

CHAMOMILE.—Small lots 640s, per lb.

CINNAMON.—Best English-distilled, 720s. per lb.; other B.P. oils from 22s. to 120s. per lb. Ceylon leaf, 13s.; Seychelles from 7s. 6d., spot.

CITRONELLA. — Ceylon spot, 10s. 9d.; shipment, 10s. 3d. per lb., c.i.f. Formosan, 6s. in bond; February-March shipment, 5s. $4\frac{1}{2}$ d., c.i.f; Chinese, 6s., in bond, 5s. $4\frac{1}{2}$ d., c.i.f.

Сими.—English distilled oil, 130s. per lb.; imported, 90s.

DILL.—Imported, 31s. per 1b., spot.

Eucalyptus. - B.P. 70-75 per cent., 7s. 4d. per lb.

FENNEL.—Spanish sweet, spot, 13s. per

GERANIUM.—Bourbon, 85s. to 92s. 6d. per lb. on the spot.

GINGER. — Imported: Indian, 150s. per lb.

Lemon. — Spot Sicilian from 26s. to 37s. 6d. per lb.; shipment, 36s. 6d., c.i.f. PATCHOULI.—Penang is 24s., duty paid

and 22s., c.i.f., per lb. Pennyroyal. — Spot, 12s. 6d. per lb.,

duty paid. PEPPERMINT. — Arvensis: Chinese spot, 7s. 6d.; shipment, 7s., c.i.f. Brazilian spot, 6s. 9d.; shipment, 6s. 9d., c.i.f. Piperita: Italian, 48s. to 70s., spot. American from 32s. 6d. per lb. as to make.

PIMENTO. — English-distilled berry from 150s. per lb. Rectified leaf, 19s. 6d. per

RUE.—Spanish is 23s. 6d. per lb., spot. SAGE.—Spanish to arrive, 16s. per lb. duty paid. Dalmatian, 25s.

SANDALWOOD. — Mysore, 106s. 6d. per lb., spot. East Indian for shipment, 104s., c.i.f.

SPEARMINT.—American oil on the spot, 26s. per lb.

Tangerine.—Sicilian best quality about هر 7s. per lb.

THYME.—From 20s. per 1b. as to test. VETIVERT.—Bourbon spot, 85s. to 105s. per lb.; shipment, 95s., c.i.f.

UNITED STATES REPORT

NEW YORK, FEBRUARY 18: LITHIUM chemicals eased to make the CARBONATE 58 cents a lb.. down three cents, and the HYDROXIDE 54 cents, down four cents. MERCURY SALTS were boosted in price along with the metal. PENICILLIN was reduced to make PROCAINE PENICIL-LIN \$17 per 1,000 mega units, down 50 cents, and POTASSIUM \$16, down \$1. JUNIPER BERRIES jumped 15 cents to a nominal 40 cents a lb. Cape ALOES dropped five cents to 35 cents. GRAPE-FRUIT OIL fell 15 cents to \$1.45 a lb.

NEW COMPANIES

P.C. = Private Company, R.O. = Registered Office,

BLISTEX, LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturing and general chemists, etc. Subscribers: James A. Birkett and Sidney J. Birkett. R.O.: 94 Rickmansworth Road. Watford. Herts.

Birkett and Sidney J. Birkett, R.G., Paramansworth Road, Watford, Herts.

CHAYTOR AND PAISLEY, LTD. (P.C.).—
Capital £5,000. To carry on the business of chemists and druggists, etc. Subscribers: John Innes-Chaytor, M.P.S., and George F. Paisley, M.P.S. R.O.: 53 Walsgrave Road, Coventry.

CORSEPAX CHEMISTS, LTD. (P.C.).—Capi-

CORSEPAX CHEMISTS, LTD. (P.C.).—Capital £100. To carry on the business of selling agents and consultants to the pharmaceutical chemical trades, etc. Subscribers: Jean Herbert and Thomas A. Herbert, 156 Strand, London, W.C.?

E. B. DOYLE (CHEMISTS), LTD. (P.C.).—Capital £100. Subscribers: Stanley H. Lucas and Francis A. Dean. R.O.: 6 Farm Road, Finchfield, Wolverhampton, Staffs.

HORLEY PHARMACY, LTD. (P.C.).—Capital £100. To carry on the business of chemists. etc. Directors: Ronald Truscott and Derek A. Truscott. R.O.: 21 Greenlands Drive, Burgess Hill, Sussex.

INDUSTRIAL RESEARCH LABORATORIES, LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturers of and dealers in medicines and powders of all kinds for cattle, etc. Subscribers: John Rogers and Amelia Sayer. R.O.: Hascombe, Brooklyn Road, Woking.

D. S. NUTTALL, LTD. (P.C.).—Capital £100. To carry on the business of chemists, etc. Directors: Donald S. Nuttall, M.P.S., Jessie Nuttall and Elsie Tasker, R.O.: 142 Whitworth Road, Rochdale.

PHILIP J. ADAMS (CHEMIST), LTD. (P.C.).—Capital £1,000. To carry on the business of dispensing, chemists, etc. Directors: Philip J. Adams, M.P.S., and Jean M. Adams, R.O.: 31 Molesey Road, Hersham, Surrey.

D. P. TAYLOR (WALSALL), LTD. (P.C.).—Capital £10,000. To acquire the business of the manufacture and packing of toilet requisites, etc., carried on by D. P. Taylor & Co., Garden Street, and Long Street, Walsall, Staffs, etc. Directors: Derek P. Taylor and Kenneth N. Cooke, 18 Lichfield Street, Walsall.

WALTERS DRUG STORES, LTD. (P.C.).—Capital £1,000. Directors: Harry Walters, Hetty Walters and Brian W. Walters. R.O.: 39 James Street, Wigmore Street, London, W.1.

PRINT AND PUBLICITY

PUBLICATIONS

Medical Propaganda

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists.

WILLIAM R. WARNER & CO., LTD., Eastleigh, Hants: "Pentovis—oral estrogenic compound" (card).

ZYMA (U.K.), LTD., Godalming, Surrey: Vibrocil nasal drops and nebuliser (card).

PRESS ADVERTISING

ALBERTO-CULVER Co., Culver House, 44 Newington Causeway, London, S.E.1: VO5 shampoo. In *Woman*.

ALFRED FRANKS & BARILETT Co., LTD., 266
Gray's Inn Road, London, W.C.1: Bartex
sunglass clipovers. In Daily Express, Daily
Mirror, Sunday Express, Sunday Mirror, The
People and News of the World.





TALC BAR: Latest sales aid produced by Max Factor, Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, is a blue, white and gold self-selection showpiece for Max Factor tale. It takes 1 doz. each of four fragrances. Overall height is 4 ft., depth 17 in., width 14½ in. The unit is available free to stockists ordering 1 gross. SELF-SERVER: Wire display stand designed and made by Displaywork, Ltd., London, W.C.2, as a "self-server" holding four bottles of Thermona analgesic liniment and six tubes of Thermona analgesic cream, specialities of Smith & Nephew, Ltd., Welwyn Garden City, Herts.

NOTES ON NEW MEDICAMENTS

GASTRILS,—Constituents: Aluminium hydroxide and magnesium carbonate as a co-dried gel in a flavoured pastille base. The base is designed to dissolve slowly in the mouth, thus giving a slow but prolonged antacid action. Buffering of the ph of the gastric juices to the optimumal level gives relicf of ulcer symptoms, and promotes tissue repair, Other products designed to have a long antacid effect are Nulacin and Neutrolactis tablets, which contain antacids in a base incorporating milk solids.

LYNDIOL.—Lynestrenol (ethinylestrenol) differs from norethisterone not by the loss of an hydroxyl group as was stated in this column on January 4, but by an oxygen or ketone group in the 3-position [corrected note].

PENTOVIS.—Chemistry: 3-cyclopentyl-oxyœstra-1.3.5 (10) triene 16.17-diol, also referred to as quinestradol. The compound has œstrogenic properties, but of a more selective type than that of other orally effective œstrogens. The drug acts mainly on the lower part of the genital tract, and is intended for the treatment of local atrophic conditions due to œstrogen lack (e.g., post-menopausal vaginitis). Such conditions can be relieved by quinestradol, without stimulating the endometrium or other uterine tissues, and so without causing withdrawal bleeding. Conversely, the drug is of little value when systemic œstrogen therapy is required. The local action of quinestradol and absence of bleeding removes any suspicion, that may arise when other œstrogens are used, that bleeding may be neoplastic in origin.

that bleeding may be neoplastic in origin, PRENOMISER.—Constituents: Isoprenaline sulphate and inert propellents. The aerosol for-

mulation is designed to supply a fixed dose of the drug in a finely divided form. When such a dose is given, and the breath is drawn in, the synchronisation of spray and inspiration carries the drug into the lungs, where maximum absorption can take place. Optimal therapeutic effects can so be achieved with minimal doses. Other metered aerosol products containing isoprenaline are represented by Medihaler-Iso and Medihaler-Iso Forte. Those containing isoprenaline and atropine methonitrate include Prenomiser Plus and Medihaler Bron. Pressurised Brovon contains adrenaline and atropine methonitrate; products containing other bronchodilators are Alupent and Bronchilator.

TROPHYSAN,—Constituents: Essential amino-

acids, vitamins and mineral salts. In some formulations sorbitol is included as an energysupplying carbohydrate. The build-up of proteins by the body depends on the availability of certain aminoacids, which are normally obtained from the food by the ordinary processes of digestion. In diseases of the digestive system, and some other conditions, the system may be by-passed and relieved by giving the aminoacids directly. That may be done by using protein hydrolysates, which contain the necessary aminoacids, but there is considerable difficulty in preparing an apyrogenic solution suitable for intravenous use. In Trophysan, those difficulties have been reduced by using the pure aminoacids directly, with vitamins and minerals to produce balanced nutritive solution, Aminosol Vitrum ls a preparation of casein hydrolysate; some formulations also contain dextrose and alcohol,

CHESEBROUGH-PONDS, LTD., Victoria Road, London, N.W.10: Dreamflower talcum powder. In Woman's Own, Daily Express, Daily Mirror and the provincial Press.

CONTINENTAL COSMETICS, LTD., 88 Fonthill Road. London, N.4: Placentubex, Placentubex C and Creme Sevilan. In Vogue, Harpers, Queen, Woman's Journal, Everywoman, Good House-keeping, Woman and Home and Sunday Times. Jordan tooth-brushes. In mass circulation women's magazines.

FASSETT & JOHNSON, LTD., 86 Clerkenwell Road, London, E.C.1: Ace combs. In national Press.

G. T. FULFORD Co. (U.K.), LTD., Cornwall Road, Hatch End, Pinner, Middlesex: Doan's backache pills. In Daily Express, Daily Mirror, Daily Herald, Daily Mail, News of the World, The People, Sunday Express, London Evening News, Woman's Weekly and provincial newspapers.

GIBBS-PEPSODENT, LTD., Hesketh House, Portman Square, London, W.1: S.R., and Signal tooth-pastes' holiday competition: In Sunday national Press and T.V. Times.

LAMBERT CHEMICAL Co., Eastleigh, Hants: Poly hair products. In Woman, Woman's Own, Woman's Mirror, Woman's Weekly, Woman and Home,

PHILIPS ELECTRICAL, LTD., lamp and lighting group, Century House, Shaftesbury Avenue, London, W.C.2: Photoflux flashbulbs. In photographic magazines.

SOUTHALLS (SALES), LTD., Rockville Road, Saltley, Birmingham, 8: Nivea creme. In Wontan's Mirror, Honey, She, Queen and Vanity Fair.

STRATHMORE SPRINGS, LTD., Forfar, Scotland: Ferguzade, In Southern editions of T.V. Times. THERMOS, LTD., Brentwood, Essex: Thermos vacuum flasks, jugs and jars. In Woman, Woman's Own, Woman's Realm, Woman's Mirror, Daily Express, Daily Mirror and "outdoor" magazines.

Display Material

Cow & GATE, LTD., Guildford, Surrey: Showcards and display units for Cow & Gate baby foods.



WALL FIXTURE: To encourage customers to serve themselves with Handy Andies, Bowater-Scott Corporation, Ltd., Bowater House, London, S.W.1, have produced for dealers the wire frame displaypiece shown. It is constructed for affixing to a wall.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

NFIELD CHEMISTS' ASSOCIATION, Enfield Arms hotel, Enfield, at 7.45 p.m. National Pharmaceutical Union meeting, Mr. J. O. Bond (vice-chairman, N.P.U.) on "Staff Training." GUILDFORD BRANCH, PHARMACEUTICAL SOCIETY, Prince of Wales hotel, Guildford, at 7.30 p.m.

Photographic evening.

TERNATIONAL DISPLAY MARKET WEEK, Ermin's hotel, Caxton Street, London, S.W.1. Until February 27.

OTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Medico-Chirurgical Society's House, 64 St. James's Street, Nottingham, at 7.30 p.m. Mr. B. J. Thomas (Allen & Hanburys, Ltd.) on "Drug Addiction and the Pharmacist."

Tuesday, February 25

EICESTER PHARMACY STUDENTS' ASSOCIATION, Room 104, College of Technology, Leicester, EICESTER at 7 p.m. Dr. J. Davoll (Parke, Davis & Co.) on "Chemotherapy of Cancer."

IVERPOOL COLLEGE OF TECHNOLOGY, Department of pharmacy, Byrom Street, Liverpool, 3, at 7.30 p.m. "Some Administrative Aspects of Hospital Pharmacy" (lecture series).

ONDON Section, Royal Institute of Chemistry, Norwood Technical College, Knight's Hill, West Norwood, London, S.E.27, at 6.30 p.m. Mr. S. G. E. Stevens on "The Development of a Drug."

TIRLING AND CENTRAL SCOTTISH BRANCH, PHAR-MACEUTICAL SOCIETY, Mathieson rooms, Falkirk, at 8 p.m. Annual dinner and dance.

WALLASEY PHARMACISTS' ASSOCIATION, blue room, Royal Ferry hotel, Wallasey, at 8 p.m. General discussion including branch resolutions.

Wednesday, February 26

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY,
Institute of Technology, Bradford, at 2.30
p.m. Tour of the new pharmacy block.

METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, and WEST HAM BRANCH, NATIONAL PHARMACEUTICAL UNION, East Ham town hall, London, E.6, at 8.15 p.m. Joint meeting to

formulate resolutions on the abolition of resale price maintenance for submission to the N.P.U. area representatives' meeting and the Pharmaceutical Society, and to discuss National Health Service remuncration.

FOOD and MICROBIOLOGY GROUPS, SOCIETY OF CHEMICAL INDUSTRY, School of pharmacy, University of London, Brunswick Square, London, W.C.1, at 2 p.m. "Toxin Production by Moulds."

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Mr. H. Humphreys Jones on "Pharmaceutical Reminiscences."

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 8 p.m. Mr. J. A. Davies on "By Land Rover to the Mediterranean."

SOUTH LONDON AND SURREY PHARMACIST'S GOLF-ING SOCIETY, Cobbs' banqueting suite, Cobbs' Corner, Sydenham, London, S.E.26, at 6.30 p.m. Dinner and dance.

Thursday, February 27

BIRMINGHAM COLLEGE OF ADVANCED TECHNOLOGY, department of pharmacy and biology, Gosta Green, Birmingham, 4, at 7.30 p
"Economics of Pharmacy" (lecture series).

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Burden neurological institute, Stoke Lane, Stapleton, Bristol, at 7.30 p.m. Dr. W. Grey Walter on "Latest Developments Affecting the Work of the Burden Neurological Institute" (illustrated).

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Mr. J. A. Myers (chief pharmacist, Edinburgh Royal Infirmary) on "Poisoning: Prevention is Better than Cure."

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Griffin hotel, Leeds, at 8 p.m. Address by Mr. A. Howells (a member of N.P.U. Exccutive and its representative on Resale Price Maintenance Co-ordinating Committee) on "Resale Price Maintenance."

LIVERPOOL CHEMISTS' ASSOCIATION, Department

of pharmacy, College of Technology, Liverpool, at 7.30 p.m. Mr. R. Whittaker on "The Teaching of Pharmacology" and Mr. R. A. Taggart on "Pharmacological Screening of New Drugs."

LONDON CHEMISTS' GOLFING SOCIETY, Hendon Hall hotel, Ashley Lane, London, N.W.4, at 7 p.m. Annual dinner and dance.

MANCHESTER AND SALFORD BRANCH, PHARMACEU-TICAL SOCIETY, Extra-mural department, the University, Brunswick Street, Manchester, at 8 p.m. Dr. G. Hewitt on "Drugs with Direct Action on the Heart" (refresher course).

NORTH STAFFS BRANCH, PHARMACEUTICAL SOCIETY,

North Stafford hotel, Stoke-on-Trent. Annual dinner and dance.

REIGATE AND REDHILL PHARMACISTS' ASSOCIA-TION, Market hotel, Reigate, at 8 p.m. Mr. S. Ratcliffe on "Highlights in the Career of a Probation Officer.'

Friday, February 28

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hospital, Boscombe, at 8 p.m. Dr. D. Jack and Mr. G. Hallworth on "Pharmaceutical Emulsions and Suspensions" fresher course).

CHEMICAL SOCIETY, Department of chemistry, the University, Exeter, at 5.15 p.m. Professor D. H. R. Barton on "Biogenesis of Some Alkaloids."

DUNDEE AND EASTERN SCOTTISH BRANCH, PHAR-MACEUTICAL SOCIETY, Royal hotel, Dundee, at 8.30 p.m. Talk by Professor J. P. Duguid (Queen's College).

LIVERPOOL COLLEGE OF TECHNOLOGY, Department of pharmacy, Byrom Street, Liverpool, 3, at 7.30 p.m. "Administration in Retail Phar-7.30 p.m. "Administration in Retail Pharmacy" (lecture series).

SCOTTISH SECTION, SOCIETY FOR ANALYTICAL

CHEMISTRY, Department of chemistry, College of Technology, High Street, Paisley, at 7.15 p.m. Mr. W. Moser (University of Aberdeen) on "Unconventional Approaches to Qualitative Analysis" and Miss E. H. Reid (Paisley College of Technology) on "Qualitative Analysis of Oils and Fats by Chromatographic Methods."

Wembley Chemists' Association, Town hall, Wembley, at 8 p.m. Dr. G. R. Somers on "The Pharmacological Assessment of New Drugs."

Advance Information

FIFTEENTH INTERNATIONAL SALON OF BOTTLING MATERIAL AND ASSOCIATED INDUSTRIES, Parc des Expositions, Port dc Versailles, Paris, France. November 10-16.

WILLS

MR. J. B. BRAY, M.P.S., Upwey, Wall Park Road, Brixham, Devon, left £5,523 (£5,459 net). MR. P. J. CLARKE, 152 Howlands, Welwyn Garden City, Herts, a director of Fletcher, Flet-

cher & Co., Ltd., left £11,297 (£7,904 net).

MR. G. DODD, M.P.S., 8 Pembroke Road,

Moor Park, Herts, left £14,980 (£10,687 net).

MR. L. H. FAWTHROP, M.P.S., 14 Sunny Bank Road, Edgerton, Huddersfield, Yorks, left £21,996 (£21,612 net).

MR. R. H. GREGORY, 11 Hyde Park Gardens, London, W.1, managing director of Dow Chemical Co. (U.K.), Ltd., a director of Distrene, Ltd., and Thorium, Ltd., left £51,594 (£16,850)

MR. W. A. HINDLE, M.P.S., 31 Gib La Blackburn, Lancs, left £11,498 (£11,287 net). 31 Gib Lane.

MR. P. T. HOLBROOK, M.P.S., 8 Moorfields Road, Nailsea, Somerset, left £3,564 (£3,493 net), MR. C. HOLDING, M.P.S., Cwm Afon, Valley Road, Llanfairfechan, North Wales, left £17,838

(£17,762 net).

MR. H. JACKSON, 11 Windsor Road, St. Annes-

on-Sea, Lancs, who qualified as a chemist and druggist in 1914, left £10,445 (£10,370 net).

MR. A. W. LISHMAN, M.P.S., 12 Rutherford Way, Bushey, Herts, who qualified as a chemist and druggist in 1935, left £5,079 (£5,009 net).

MR. T. F. MARSHALL, M.P.S., Culverden, Fir Tree Lanc, Newbury, Berks, left £5,924 (£5,857

MR, F. NORTH, M.P.S., 16 Thornhill Road, Lindley, Huddersfield, Yorks, left £6,379 (£6,297 net).

COMMERCIAL TELEVISION

Figures In these columns represent the number of appearances of the "spot" during the week

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March 1-7			London	Midland	다	tlan	les	,q	th-6	lia	er	twa	Jer	npi	ann	nne	Ż
			Lon	Mid	North	Scotland	Wales	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W.s
Anadin tablets	•		3	5	3	4	2	3	3	4	2	1	_	6	_	_	_
Andrews liver salt			_	_	1			_	_			_		_	_	_	_
Andrex toilet tissues			4	3	4	3	4	3	3	3	3	4	3	3	_	3	_
Askit powders and tablets			_	_	_	14		_	_	_	_	_	5	3	_	_	_
Beecham's pills			_	_	1	_	—	_		_		_	_	_	_		_
powders		• • •	5	5	4	4	5	5	5	5	5	4	5	3	_		
Bisodol tablets and powde	r		_	3		_	_	_	_	_	_	_	_	_	_	_	
Breetheeze			_	_	2		_	_	_	_	_		_	_		_	
Buttercup syrup				_	1	_		_			_	_		_	_	_	
Cuticura preparations			2	2	2	2	2	_			2					_	_
Derma Fresh hand lotion			_	2	2	_	_	1	_	_					_	_	_
Dinneford's magnesia				1	1		1	_	1	1		_	_	_		_	_
Disprin tablets			2	3	3	2	3	1	2	3	1	3	_	1		3	_
Doan's backache pills	• • •		_	_	3	_		_	_	_		_			_	_	_
Euthymol tooth-paste			—	_	_	1	1	_	1	1	1	1		1	_	_	_
Get Set hair spray			2	2	2	2	_	1	_	2		_			_	_	
Gillette razor blades			4	4	4	4	4	4	4	4	4	4	4	Δ	4	4	4
Gon tablets			2	_	1		<u> </u>	i	_	_	ī	_	1	_	1	_	_
Loxene shampoo			1	1	4	_	_	_	2	_	_	_	_	_		_	
Matey			_	_	_		_	3	_	_	_		_	_	_	_	_
Milk of Magnesia			1	1	1	1	1	2	2	1	1	2	3	4	_	1	_
Moorland tablets			_	_	_	3	_	_	_	_		_		_	_		_
Nulon hand cream			2	_	_	_		_	_	_	_			_	_		_
Penetrol inhalant			_	2	2	_	_	_	2	2	_	1	_		_	_	_
Phyllosan			3	4	3	_	3	3	3	3		_			_		
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Setlers			1	—	1	_	_	1	_	_	î		_	_			
Spoolie hair curlers			2	_	_	_	_	_		_	_					_	_
Style home wave-set			3	2	3	4	_		_	_	_	_	_		_	_	_
VO-5 hair spray		***	4	2	3	2	2	2		2	_	2			_	_	_
shampoo			2	2	2	2	1	2	_	2		2	_	_	_	_	_
Yeast-Vite tablets			2	_	3	2	î	3	1	2	2	2	2	3	_	3	_
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TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," January 22

For infants' foods; and pharmaceutical preparations and substances for infants (5)
VITA-BABY, 853,617, by Keldon, Ltd., Peri-

vale, Greenford, Middlesex.

For cough linctus (5)

LINCTAVIT, 853,912, by Pharmaceutical Developments, Ltd., London, E.C.2. For pharmaceutical preparations (5)

GRADU-SED, 853,946, by Abbott Laboratories, Chicago, Illinois, U.S.A.

For pharmaceutical preparations and substances for human and veterinary use (5)

ORGUTHAN, 854,012, by Organon Laboratories, Ltd., Morden, Surrey.

For pharmaceutical preparations and substances for human use (5)

ETRENOL, 855,789, by Winthrop Products, Inc., New York, U.S.A.

For apparatus and instruments for the measure-

ment of electricity, heat or light (9)
WESTON, 839,415, by Sangamo Weston, Ltd., Enfield, Middlesex,

For apparatus for viewing photographic trans-

parencies (9)
BOOTS ELITE, 850,935, by Boots Pure Drug

Co., Ltd., Nottingham.

flashlight apparatus and instruments for photographic purposes and parts and fittings (9) SUNPAK, 853,629, by Wedding Photo Co. (London), Ltd., London, N.W.3.

For all goods (10)

MACRODET, 853,880, by Macarthys. Ltd.. Romford, Essex. ARMOFIL, 854,204, by Armour Pharmaceutical Co., Chicago, Illinois. For electro-medical acoustic apparatus, hearing aids for the deaf, etc. (10)
PERCEPTION, 854,619, by Multitone Elec-

tric Co., Ltd., London, N.1.

For paper (non-medicated) for use in surgical dressings (16)

AZO-WRAP, 842,201, by Alexander Carus & Sons, Ltd., Darwen, Lancs.

Far small domestic utensils and containers (not of precious metal nor coated therewith); combs and sponges; non-electric instruments and material, all for cleaning purposes (21)

HYGEX, 838,733, by Addis, Ltd., Hertford. From the "Trade Marks Journal," January 29 For chemical preparations for the treatment of bady fluids for preventing foaming during stor-

FOAMTROL, 852,769, by Matburn, Ltd., London, W.C.1. For chemical products used in industry (1)

BRITTAMATE, 853,135, by British Saccharin Sales Co., Ltd., London, S.W.1.

For saccharin (1) and for pharmaceutical preparations and substances containing saccharin (5) BRITTSOL, 850,469-70, by British Saccharin Sales Co., Ltd., London, S.W.1.

For preparations for the hair (3) VITONE, 840,405, by Clynol, Ltd., London,

For non-medicated dentifrices and denture cleaning preparations (3)

COROL, 847,982, by Aspro-Nicholas, Ltd., Bucks.

For cleaning and polishing preparations (3) GODDARD'S LONG TERM, 849,464, GODDARD'S LONG SHINE, 851,478, by J. Goddard & Sons, Ltd., Leicester.

For all goods (3)

ZOTOS HI-FASHION, 851,218, by Sales Affiliates, Ltd., Boreham Wood, Herts.

For detergents (not for use in industrial ar

manufacturing processes) (3)

SPINDRIFT, 851,982, by Balfour Laboratories, Ltd., Rotherham, Yorks.

For cleaning and polishing preparatious and substances; soaps (3)

MYSTONE, 852,583, by Penetone-Paripan, Ltd., Egham, Surrey.

For all goods (3) and (5)

Device with words PIERRE ROBERT. B843,031, B844,013, by Monsieur Robert A.B., Malmö C., Sweden.

For non-medicated toilet preparations, all being

in gel form (3) and for pharmaceutical preparations and substances, all being in gel form (5)

KEROGEL, 843,779-80 by Scientific Pharmacals, Ltd., London, N.1.

medicated preparations for human use ln the treatment of indigestion, acidity and similar digestive ailments (5)

RENNIES, B815,586, RENNIE, B815,585, by E, Griffiths Hughes, Ltd., Salford, Lancs.

For anti-bacterial sera for use in prevention and

treatment of swine erysipelas (5)
SUSSERIN, B823,547, by Sterling-Winthrop
Group, Ltd., Surbiton, Surrey.

For disinfectants; preparations for killing weeds and destroying vermin; insecticides, bactericides, larvicides, raticides, molluscocides, herbicides, de-

foliants, fungicides (5)
ONE, TWO, THREE, GO. B836,927, by Pechiney-Progil (S.A.), Paris 8e, France.

For pharmaceutical preparations in the form of tablets, capsules, pills and the like, but not including preparations used solely for the treatinent of menstrual irregularity (5)

APS, 841,166, by Approved Prescription Services, Ltd., Cleckheaton, Yorks, For pharmaceutical, veterinary and sanitary pro-

MIKROPLEX, 845,401, by Labcatal, Montrouge (Seine), France.

For all goods (5)

ADJUVIRIN, 848,898, by Glaxo Laboratories, Ltd., Greenford, Middlesex, BARO-BAR, 852,000, by Roche Products, Ltd., Welwyn Garden City, Herts, MARBORAM, WELLCOCIDE, 856,061, 852,621, come Foundation, Ltd., London, N.W.1.

For antibiotic preparations (5)
APIOTIC, 849,274, by Abbott Laboratories,
Ltd., Chicago, Illinois, U.S.A.

For pharmaceutical preparations and substances (5)

PALOXIN, 850,890, by Aspro-Nicholas, Ltd., Slough, Bucks.

For pharmaceutical and veterinary preparations and substances (5)
MOSTANOL, 852,531, by C. H. Boehringer

Sohn, Ingelheim-on-Rhine 22b, Germany.

For pharmaceutical preparations containing neomycln and sulphonamides, for use in the treatment of enteric infections in animals (5) NEOSTAT, 852,831, by Stevenson, Turner &

Boyce, Ltd., Guelph, Ontario, Canada, and Reading, Berks, For pharmaceutical and veterinary preparations,

being diuretics or for use in the treatment of hypotension in combination with a kidney complaint (5)

NEPHRESE, 853,616, by Chas, Pfizer & Co., Inc., Brooklyn, New York, U.S.A.

For veterinary preparations (5)
TISSUVAX, 853,651, by Dow Chemical Co.,
Midland, Michigan, U.S.A. For pharmaceutical preparations and substances

for human and veterinary use (5)
ORGATHAN, 854,011, by Organon Labora-

tories, Ltd., Morden, Surrey.
For preparations for destroying or

crawling pests and verinin, and insecticides (5) ULTRAPEST, 854,375, by Wallace, Cameron & Co., Ltd., Glasgow, S,1.

dressings and adhesive plasters, all for surgical purposes (5)

ADRIFAX, 854,901, by Industrial Pharmaceutical Scrvices, Ltd., Sale, Chester.

For ointments, lotions and creams, all being medicated and none being for the treatment of

the ears or the eyes (5)
EURAX, 855,322, by J. R. Geigy, S.A., Basle, Switzerland.

For pharmaceutical preparations for use in the treatment of intestinal diseases (5)

PHESIN, 855,622, by Roche Products, Ltd., Welwyn Garden City, Herts.

For photographic screens (9)
HIGHTONIAN, 855,684, by Stanley Highton,

Boxmoor, Hemel Hempstead, Herts.

For photographic and cinematographic apparatus instruments and parts and fittings (9

LUMECTOR, 855,988, by Agfa, A.G., Leverkusen-Bayerwerk, Germany, For electric blankets (10)

SORRENTA, 853,418, by Thomas Ratcliffe & Co., Ltd., Mytholmroyd, Yorks.

For electrically-heated blankets and parts and fittings (10)

SLEEPLUXE, 855,049, by Philips Electrical, Ltd., London, W.C.2.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents),"

February 12

Stabilised methylchloroform, Imperial Chemical Industries, Ltd. 953,019.

1-piperonyl-2-hydrazino-propane, salts thereof and their production. Ono Pharmaceutical Co., Ltd. 953,100.

Therapeutic compositions useful for inducing sleep. F. Hoffmann-La Roche & Co., A.G. 953, 102,

Pharmaceutical and veterinary compositions comprising 6γ = methyl - 17γ - hydroxyprogesterone-17-acetate. Upjohn Co. 953,107.

Organic phosphonic phosphonic acid derivatives, Farbenfabrik Wolfen Veb. 953,109. Leptospira vaccines, Merck & Co., Inc. 953,131.

Benzylindene derivatives and method of preparing same. Smith Kline & French Laboratories, Ltd. 953,194.

Hydrohalogenation of myrcene. A. Boake, Roberts & Co., Ltd. 953,200.

Distillation apparatus, Fisons Scientific Apparatus, Ltd. 953,224.

Closures for containers. Baxter Laboratories, Inc. 953.283.

Fungicidally active sulphites, Rohm & Haas Co. 953,335.

pparatus for facilitating the treatment of animals. W. R. C. Geary. 953,363. Apparatus

Preparation of phosphoric acid and salts thereof,

Dow Chemical Co. 953,378. N - unethyl - N - [3 - hydroxy - 3 - pheuyl - 3 -(\gamma-thienyl)-propyl] morpholinium salts. Laboratoires d'Analyses et de Recherches Biologiques Mauvernay Centre Europeen de Recherches

Fondementales et Appliquees, 953,386. 5-allyl-5-(β-hydroxypropyl)-barbituric acid and a process for the production thereof. Hommel, A.G. 953,387.

processes. Boots Pure Drug Co., Ltd. 953,403.

Shaped structures for biological processes, F. Leuschner, 953,414.

Fertilisers. Fisons Fertilisers, Ltd. 953,425.

Oxazoline derivatives and method for the paration thereof. Aspro-Nicholas, Ltd. 853,427.

Process for the microbiological oxidation of steroids. CIBA, Ltd. 953,486.

Plant treatment compositions and devices. Standardised Disinfectants Co., Ltd. 953,533

Process for the preparation of the antiviral sub-stance interferon. Smith Kline & French Laboratories, 953,603.

Photographic viewer. Graffex, Inc. 953,489.

British patent specification relating to the above will be obtained (price 4s, 6d, each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from March 25.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

PARGYLINE treatment of hypertension. J. Amer. med. Ass., January 18, PRALIDOXIMES in organic phosphorus poisoning.

Amer. med. Ass., January 18. OXACILLIN in staphylococcal infections. J. Amer.

med. Ass., January 25. TETRACYCLINE in the treatment of cholera. Lancet,

February 15, HIGH-TEMPERATURE STERILISATION for surgical

instruments, Lancet, February 15.

Is LEUKÆMIA caused by a virus? New Scientist, February 13.

FLUOROACETAMIDE. New Scientist, February 13. 2-GUANIDINIMETHYL (1,4) BENZODIOXAN (Compound 1003), clinical trial of. Brit. med. J.,

February 15. COMPOUND 1029 (VATENSOL). Clinical trial and pharmacological study of. Brit, med. J.,

February 15. THE VETERINARY PAPYRUS OF KAHUN, Vet. Re-

cord, February 15. DAUNOMYCIN, a new antibiotic of the rhodomycin

group. Nature, February 15. VOLATILE GROWTH INHIBITORS produced by aro-

matic shrubs. Science, January 31. INHIBITION OF ANTIBODY SYNTHESIS. Science. January 31.

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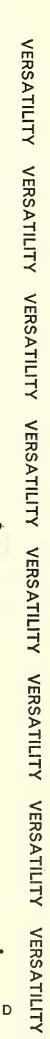
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APPOINTMENTS

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Pharmacist required at the above General Post-graduate Teaching Hospital (Category V), Post offers varied work and excellent experience. Department now being enlarged and modernised, Previous experience not essential. Whitley salary scale £725—£970 per annum, plus London Allowance. Applications stating age, qualifications and experience and naming two referees to Chief Pharmacist. C 8872

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

required at the above General Post-graduate Teaching Hospital (Category V) to take charge of new modern and well-equipped Sterile Products Laboratory, Post offers wide range of experience and opportunity to keep abreast of developments in General Pharmacy, Whitley salary scale £810—£1,060 per annum plus £45/£55 London Allowance, Applications stating age, qualifications and experience and naming two referees to Chief Pliarmacist.

C 8873

BATTERSEA GENERAL HOSPITAL (71 beds), BATTERSEA PARK, S.W.11

Chief Pharmacist (Category II)

for busy acute hospital. Ideal post for younger person, giving opportunity to use initiative. Applications naming three referees to Secretary, Battersea & Putney Group Hospital Management Committee, St. John's Hospital, St. John's Hill, S.W.11. C 8902

BRENTWOOD GROUP HOSPITAL MANAGEMENT **COMMITTEE**

COMMITTEE
Dispensing Assistant
required to work within Group under direction of Chief Pharmacist. Hospitals pleasantly situated within 30 minutes of London by frequent electric trains, Salary scale £380 at 19 years rising to £678 p.a. Applications with names of two referees to Chief Pharmacist, Harold Wood Hospital, Harold Wood, Essex. (Tel.: Ingrebourne 45533.)

C 8876

BROOKWOOD HOSPITAL, KNAPHILL, WOKING, **SURREY**

Dispensing Assistant

Applications are invited for the above post. The successful candidate will be required to work under the supervision of the Chief Pharmacist, Residential accommodation (female) available.

Excellent staff social club.

Applications giving particulars of age, experience and qualifications together with the names of two referees to the Physician Superintendent as soon as possible.

C 654

BRENTWOOD GROUP HOSPITAL MANAGEMENT COMMITTEE

Pharmacist required to work within Group under direction of Chief Pharmacist, Hospitals pleasantly situated within 30 minutes of London by frequent electric trains. Salary scale £725 to £970 p.a. Applications with names of two referees to Chief Pharmacist, Harold Wood Hospital, Harold Wood, Essex, (Tel.: Ingrebourne 45533.) C 8877

CAMBERWELL HOSPITALS
MANAGEMENT COMMITTEE
Chief Pharmacist (Category I)
Applications invited for the above post at
St. Francis Hospital, Constance Road, S.E.22,
Salary £855 x £35 (2) x £40 (6) to £1,165
plus London Weighting Allowance, Apply
Group Secretary, Dulwich Hospital, East
Dulwich Grove, S.E.22, C 8912

GLENSIDE HOSPITAL, STAPLETON, BRISTOL

STAPLETON, BRISTOL
(1,100 beds)
Dispensing Assistant
(female) required. Salary according to age, £290 at 18, £440 at 22 or over, plus £50 for holders of the certificate of the Society of Apothecaries or other approved qualification. Eventual maximum £580 unqualified, £660 qualified, Higher commencing salary may be payable to experienced applicant, Board/residence if required, Applications giving full details and names of two referees should be sent to Secretary.

C 8880

CENTRAL MIDDLESEX HOSPITAL, PARK ROYÁL LONDON, N.W.10

Senior Pharmacist

required. Applications giving age, details of experience, etc., to Medical Director as soon as possible. Whitley Council terms and conditions of service.

HILL END HOSPITAL, ST. ALBANS, HERTS

Dispensing Assistant

Male or female, required, Whitley Council salary and conditions of service. Single accommodation may be available, if required. Hospital is within easy reach of Central London, Apply stating age, full particulars of experience and naming two referees to the Hospital Secretary.

C 661

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

Locum Pharmacist

Locum Pharmacist
required at he above hospital, Modern department, Every third Saturday morning off.
Previous hospital experience not essential.
Salary £19 19s. per week. Applications to the Chief Pharmacist (telephone: STE, 4251).

C 8861

NETHERNE HOSPITAL, **COULSDON, SURREY**

Senior Pharmacist
required, salary £810 x £35 (6)—£1,020 x
£40 (1)—£1,060 per annum, plus London
Weighting allowance, Conditions of service
as agreed by the Pharmaceutical Whitley
Council. Accommodation for single or married person may be made available if required. Hospital within easy travelling distance of London and the coast. Application
in writing with full particulars, together
with the names of two referees, to the Physician Superintendent. C 8891

THAMES GROUP HOSPITAL

MANAGEMENT COMMITTEE
Applications are invited for the following appointments:—

1-Senior Pharmacist

I—Senior Pharmacist
East Ham Memorial Hospital,
Shrewsbury Road, Forest Gate, E.7.
2—Pharmacist
St. Clement's Hospital, Bow Road, E.3.
In sole charge, part-time (24 hours p.w.),
for this Psychiatric Hospital of 123 beds
with out-patients' department and Day Hospital
Particular to respective Hospital Applications to respective Hospital C 8899

ST. ALBANS CITY HOSPITAL, NORMANDY ROAD, ST. ALBANS, HERTS (403 beds)

Senior Pharmacist or Pharmacist Applications are invited for the above post at this general hospital within easy reach of Central London.

Locum Tenens Pharmacist required immediately pending this appointment. Whitley Council salary and conditions of service, Applications stating age, qualifications and experience, together with the names of two referees, to the Chief Pharmacist.

C 652

Appointments—Continued

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

Pharmacist Pharmacist
required at the above hospital, Modern department giving good general experience.
Every third Saturday morning off, Previous hospital experience not essential. Whitley Council conditions of service and salary.
Applications in writing stating age, qualifications and experience and giving the names of two referees, to the Chief Pharmacist.

NETHERNE HOSPITAL, COULSDON, SURREY

Locum Pharmacist required. Salary £19 19s, per week, Conditions of service as agreed by the Pharmaceutical Whitley Council, Accommodation for single lady, Applications in writing with full particulars together with the names of two referees, to the Physician Superintendent.

NORTH MIDDLESEX HOSPITAL, LONDON, N.18

Dispensing Assistant
required in modern Group Pharmacy, Applications giving age, experience and the names
of two referees to the Secretary. C 8913

SHOTLEY BRIDGE GENERAL HOSPITAL CONSETT, Co. DURHAM

Dispensing Assistant Dispensing Assistant required, aged 18 years or over, Salary according to age within the scale £349 to £678. Applicants should hold the Certificate of the Society of Apothecaries or other approved qualification, but consideration will be given to applicants possessing suitable educational qualifications, in which case the salary will be within the scale £299 to £597

per annum.
Applications, stating age, education and experience and naming two referees to Hospital C 8915

SOUTHMEAD HOSPITAL, BRISTOL

required at Southmead Hospital. This post offers wide experience in modernised department. Applications stating age, qualifications and experience to be sent to the Group Secretary, Southmead Hospital, Bristol, forthwith.

ST. ALBANS CITY HOSPITAL, NORMANDY ROAD, ST. ALBANS, HERTS (403 beds)

Locum Tenens Pharmacist required from beginning of June 1964. Part-time would be considered. Whitley Council salary and conditions of service. Detailed applications giving names of two referees to the Hospital Sccretary. C 659

ST. GILES' HOSPITAL, CAMBERWELL, S.E.5

Senior Pharmacist Applications invited for post of Senior Pharmacist, Salary Scale £855—£1,115 p.a. Part-time considered, Further details from, or applications to, Chief Pharmacist, C 8888

ST. JOHN'S & HITHER GREEN HOSPITAL

Pharmacist required at once. Applications to Hospital Secretary, St. John's Hospital, Morden Hill, S.E.13. C 656

SITUATIONS VACANT WHOLESALE

THE DEVELOPMENT CHEMIST MARKED FOR SUCCESS!

We have the most exciting opportunity on our hands! If you are a competent chemist with the skills and "feet. on the ground" ideas about using them creatively, we want to transfer that opportunity to you. Facilities, conditions and prospects are quite exceptional. To know more about them, send details of yourself, achievements and aspirations marked "Confidential" to the:

> Managing Director, Ortho Pharmaceutical Limited, Saunderton, High Wycombe, Buckinghamshire

> > C 5867

EVANS MEDICAL (NORTHERN IRELAND) LTD.

require a

YOUNG MALE PHARMACIST

Pharmaceutical degree or diploma. Must be an M.P.S.N.I. QUALIFICATIONS:

AGE LIMIT:

EXPERIENCE:

Experience in hospital pharmacy or in a medical information department an ad-

vantage.

30.

POSITION:

Assistant to Managing Director. Duties to include running a small manufacturing unit and providing an information service for our hospital and retail customers, plus

other executive duties.

Conditions of employment are good. Pension and life assurance schemes operated. Please apply in writing, stating age, qualifications and experience, to:-

Managing Director,

EVANS MEDICAL (NORTHERN IRELAND) LTD.,

99/105 Ravenhill Avenue, Belfast, 6.

PRODUCTION MANAGER **PHARMACEUTICALS**

A pharmacist with production packaging experience in the industry is sought to fill a senior appointment with an ethical house of world renown. Leadership, a creative sense of organisation, urgency and "unflappability" will be required in the man able to take his place in a highly successful management team. Desirable age under 40, some appropriate qualifying experience, a cheerful disposition and propriate qualifying experience, a cheerful disposition and progressive drive will assure the successful applicant of an exceptional future and a very satisfactory present. Our own staff are aware of this advertisement. State your claims in the first instance by letter marked "Confidential" and addressed to the:

> Managing Director, Ortho Pharmaceutical Limited, Saunderton, High Wycombe, Buckinghamshire

> > C 5866

Appointments—Continued

February 22, 1964

ST. GILES HOSPITAL

ST. GILES ROAD, S.E.5

Locum Pharmacist
full-time or part-time required immediately.
Apply Chief Pharmacist, St. Giles Hospital,
St. Giles Pood S.E.5

C. 8889 St. Giles Road, S.E.5. C 8889

ST. JOHN'S & HITHER GREEN

HOSPITAL
Locum Pharmacist
required. £19 19s, Apply Hospital Sccretary,
St. John's Hospital, Morden Hill, S.E.13. C 657

UPTON HOSPITAL, SLOUGH

Senior Pharmacist
required. Post vacant June 1, Whitley salary.
Applications stating age, qualifications, experience and two referees to Secretary.

OVERSEAS

PHARMACIST/SECRETARIES
(Male or Female)
required by the GOVERNMENT OF
NORTHERN RHODESIA, Department of
Health, Ministry of Local Government and
Social Welfarc, on contract for one tour
of 36 months in the first instance, Commencing salary will be according to experience in the scale (including Overseas Addition) £1,235 rising to £2,600 a year, Gratuity
£27 10s./£75 for each completed period of
three months' satisfactory service, Free passages, Liberal leave on full salary,
Candidates must be M.P.S, or hold equivalent qualifications registrable in the United
Kingdom, A degree would be an advantage,
Women must be single.
Apply to CROWN AGENTS, 4 Millbank,
London, S.W.1, for further particulars, stating age, name, brief details of qualifications
and experience, and quoting reference
M3/54461/CD. C 8887

and experience M3/54461/CD.

SITUATIONS VACANT

EDITORIAL ASSISTANT (lady) required for pharmaceutical publication. Some exfor pharmaceutical publication. Some experience and typing essential. Full details to Box C 5870.

RETAIL (HOME)

ANDOVER. Lady dispenser required in good-class pharmacy in pleasant market town. Excellent working conditions. Applicants should have a pleasant personality and able to work with other staff. Please give full details of age, previous experience, etc., to Wilfred E. Dale, Ltd., 27 Market Place, Andover, Hants. C 8909

ASSISTANT PHARMACIST required busy dispensary, willing to take charge in owner's absence. Good prospects for right man. Apply giving full details to S. H. P. King, c/o Prior, King, Ltd., 541 Cricklade Road, Swindon, Wilts.

BELVEDERE, KENT. Manager or manageress required for branch pharmacy. Apply Reesons, Ltd., 241 Bexley Road, Erith, Kent. C 5881

CHEMIST COUNTER ASSISTANTS required for London, E.C.1 and N.1. Highest salary paid in exchange for experience and loyalty. Apply in writing to the Managing Director, Kendale Chemists, 51 Exmouth Market, London, E.C.1.

EXPERIENCED SALES LADY required to take full charge of cosmetics counter in congenial family pharmacy. Interest in dispensing an advantage. Easton Chemists, Ltd., 215 Victoria Park Road, London, E.9. Telephone AMH. 1717.

LIVERPOOL. Management offered with opportunity to develop ability and personality in suburban pharmacy. Salary £1,300. Three weeks annual holiday. Closing 6 p.m. Rota every seventh week, Increased turnover rewarded.

WHOLESALE

CIBA

require a young male Pharmacist as

ASSISTANT TO THE PRODUCTION MANAGER

of their modern, expanding Horsham factory.

This post should appeal to a recently qualified pharmacist who wishes to pursue a production career.

Please send brief but comprehensive details of your career to

> Production Manager, CIBA Laboratories Limited, HORSHAM, SUSSEX.

C 8904

THE CROOKES LABORATORIES

require a

Production Chemist

The Company will be moving by mid-1965 to a newly erected factory in Basingstoke and have a vacancy now for a Production Chemist.

The successful candidate will be expected to undertake actual manufacture of the Company's products, following a planned programme, and will play an important part in the setting up and development of production procedures in the new factory.

Candidates should possess a degree or diploma in pharmacy but experience of pharmaceutical manufacture is not essential.

The salary is progressive and opportunities for progress are good. Young applicants are desired and the age should not exceed 25.

Please write giving details of age, qualifications, and relevant experience to:

> The Personnel Manager, The Crookes Laboratories Limited, Park Royal, London, N.W.10

C 8900

GALA COSMETIC GROUP LTD.

SALES MANAGER

required for

MINERS MAKE-UP DIVISION

This Division distributes on a national basis a range of fast-selling cosmetics and hair preparations, specifically designed for the teenage market. It has a history of rapid growth and further major expansion is planned during 1964. Applicants should not only have practical experience of sales management and sales control, but should also be capable of making a positive contribution to policy discussions with the Group Board.

Please apply giving full details to the Managing Director, Gala Cosmetic Group Ltd., Surbiton, Surrey.

C 8901

Situations Vacant—Continued

LONDON, NORTH. A small company requires an able pharmacist of either sex to take full charge of a well staffed branch. Accommodation is offered above the premises. Please write brief details in first instance to Box C 5841.

PETERBOROUGH CO-OPERATIVE CHEMISTS, LTD., require a manager for their new modern branch at Wisbech, It is situated in a large department store due to open shortly. Salary £1,300 per annum to commence. No rota Sunday or half-holiday duties, Our excellent conditions of employment include four weeks' holiday, superannuation and sickness benefits. Assistance with housing if required, Apply: Peterborough Co-operative Chemists, Ltd., Park Road, Peterborough.

WHOLESALE

STAFFORD-MILLER LIMITED, MANUFACTURING CHEMISTS, HATFIELD. HERTS

Require three Sales Representatives in the following areas:

- 1. Laneashire, Based on or near Manchester.
- 2. London, North.
- 3. London, South.

Representatives experienced in calling on Chemists and not over 35 years of age will be given preference. These are progressive posts and a generous salary together with profitsharing incentive is offered. A company car is provided and all expenses incurred in the course of business are reimbursed. A Group Life Assurance and non-contributory staff pension scheme is in operation.

Please write to Sales Manager at the above address, giving fullest details of career to date. All replies will be treated in strictest confidence.

C 8906



EVANS MEDICAL LTD.,

Invite applications for vacancies on their Medical Representative staff in the following areas:—

Leicestershire and Northamptonshire

Nottinghamshire and Lincolnshire. Staffordshire and E. Shropshire. Middlesex and N.W. London,

Applicants should be Pharmacists or experienced medical representatives. A good salary and full expenses will be paid and a car scheme is provided. A pension and life insurance scheme is in operation.

The successful applicants will be required to join a training programme commencing 1st May. 1964.

Applications giving details of age, education, qualifications and experience should, in the first instance, be addressed to:—

Personnel Manager, EVANS MEDICAL, LTD., Speke, Liverpool 24.

C 8883



SENIOR MEDICAL REPRESENTATIVE

Applications are invited for the post of Medical Representative in the London, W.1, postal area and the London Teaching Hospitals.

Applicants must be Pharmacists and be experienced Medical Representatives of proven ability, who after a training period will be capable of discussing the Company's medical products with Consultants and other teaching hospital staff.

This appointment is to a senior position in the Company's Representative Staff and a good salary and full expenses will be paid. A car scheme is in operation.

Applications giving details of age, education, qualifications and experience should, in the first instance, be addressed to:→

Personnel Manager, EVANS MEDICAL LTD., Speke, Liverpool, 24

C 8905

CHEMIST, Qualified and experienced analyst for the control laboratory of a manufacturing Chemist in East London, Five-day week. Pension scheme. Full particulars and salary required to Box C 8910,

MEDICAL REPRESENTATIVES

Opportunities exist for appointment to the position of Medical Representative with an important Pharmaccutical Manufacturer, marketing the products of their own research to G.P.s., Hospitals, etc.

Appointments will be made in the territories of:—Leicester/Northamptonshire, Gloucester, Co. Durham, East London and North West London, Shropshire/Worcester, Sussex, South East London, and Hampshire.

The successful applicant will already have some experience of working on his own initiative, and without close supervision. Preference will be given to the men with Medical or Pharmaceutical experience, but a suitable background showing the ability to make a sales approach at professional level would be acceptable.

Salary will be according to experience and qualifications, but will not be less than £1,100 per annum. Lunch allowance and Company Car provided and all out of pocket expenses paid by the Company. A superannuation scheme, free life insurance and sick benefits are in operation.

All applications will be acknowledged, and will be regarded as Strictly Confidential. Travelling expenses will be paid to applicants requested to attend for interview. Box C 8911.

FINANCE

RELEASE CAPITAL tied up in book debts by using our Sales Finance service, CML, 115 Gloucester Place, W.1. C 5683

SITUATIONS WANTED

EAST YORKSHIRE, active pharmacist available locum duties from late June within reasonable distance Scarborough, Rimington, 12 The Close, Newby, Scarborough, Telephone Scalby 2493.

EXECUTIVE, experienced establishing subsidiaries, and export ethicals, pharmaceuticals, packed and bulk, prepared to reside abroad, seeks progressive position U.K. or overseas. Box C 5857.

MEDICAL REPRESENTATIVE, 30 years calling on doctors, chemists, in N.W. London and part Home Counties, seeks an appointment where his experience and connection can be usefully employed. Box C 5876.

WAREHOUSE distribution manager seeks change in London and Middlesex area, Long experience in trade, knowledge of import/export, all methods of transportation and warehousing procedure. Box C 5868.

AGENTS

ESTABLISHED AGENT, long-standing connection chemists, stores, North-west England, is open to accept one further agency for this arca. Full particulars please to Box C 5878.

HOUSE OF LEICHNER requires top-class agents calling on chemists and departmental stores for (1) Birmingham and Midlands; (2) South Wales and South-west England; (3) South-east England, Apply, Sales Manager, 30-32 Acre Lane, London, S.W.2.

C 5863

BUSINESS OPPORTUNITIES

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 35/-, Full trade terms, Order by waist from Manly Co. Manor House, Worcester Park, Surrey. DERwent 3877. C 635

MANUFACTURER AND DISTRIBUTOR required for high quality range of men's cosmetics to be introduced to the U.K. from the Netherlands. The range, comprising after-shave lotion, cologne, pre-electric shave lotion, hair tonic and shaving creams, has gained a valuable share of the Dutch market and the packaging and presentation has won numerous awards. Write Box C 8907.

OPPORTUNITY exists for a sales organisation to take an active and financial interest in men's American toilct preparations of international repute, to be manufactured in this country in order to promote sales. Advertiser has all manufacturing facilities and separate company is envisaged. Reply Box C 5869.

TRADE MARKS

THE TRADE MARK No. B848190 consisting of the words COVER GIRL and registered in respect of Medicated Preparations for the treatment of the skin and scalp; and pharmaceutical preparations in the nature of shampoos for the removal of dandruff, was assigned on 29th January, 1964, by Gala Cosmetic Group Limited (formerly Crystal Products Co, Limited), of Hook Rise, Kingston By-Pass, Surbiton, Surrey, to Noxzema Chemical Company, of Falls Cliff Road, Baltimore, Maryland, U.S.A., WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.

C 5874

MISCELLANEOUS

FASHION JEWELLERY, Jodez (M/C), Ltd., 9 Sugar Lane, Manchester, 4, have now their new spring range of Necklets, Brooches, Bracelets, Rings, Hair Ornaments, 9 carat Gold Jewellery from the Continent in stock. Sales parcels still available. C 5824

for **good health** there's no substitute for

PURE

INTENSIVE NATIONAL ADVERTISING during 1964

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The increase in coronary diseases in recent years is partly due to bad nutrition; not lack of food but lack of the *right* foods. For centuries, medical opinion has endorsed the healthful and energy-building properties of Olive Oil used as a food ingredient or condiment. NATURAL AND PURE OLIVE OIL increases the nutritive value and aids the digestion of any food for which it is

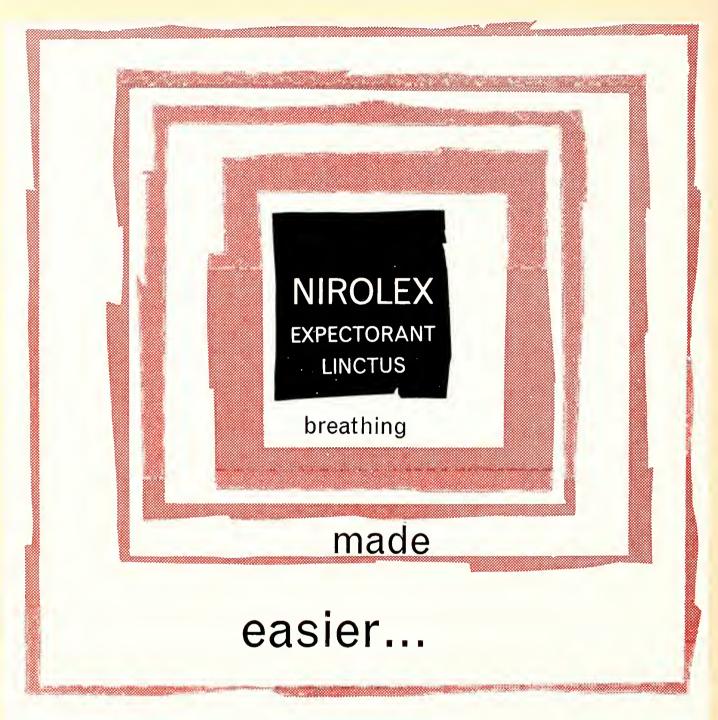
HEALTH HINT-No.1

A teaspoonful of Olive Oil every morning during Autumn and Winter effectively increases physical resistance to common colds and assists regularity.



This seal constitutes an international guarantee of purity of Olive Oil





NIROLEX RELIEVES BRONCHITIC DISTRESS Nirolex enables the bronchitic patient to breathe more freely and clear his lungs of accumulated mucus by providing 3-way relief:—

Guaiphenesin loosens tenacious mucus. **Ephedrine** relaxes bronchial smooth muscle. **Mepyramine Maleate** helps allay inflammation particularly where allergy is a contributory factor.

Nirolex is a valuable expectorant mixture for use in the treatment of bronchitis, bronchial asthma and allied conditions.



ORDER NOW FROM YOUR USUAL WHOLESALE

OR FROM: WHOLESALE DIVISION, BOOTS PURE DRUG CO. LTD., STATION ST., NOTTINGHAM. (TEL: 56111) OR 71 FLEET ST, LONDON E.C.4. (TEL: FLEET ST. 0111) OR MOTHERWELL ST., AIRDRIE (TEL: AIRDRIE 2491).